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THE CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Fruit, Provision,
Canned Goods and Foodstuffs Trades of Canada.

MONTREAL, 232 McGill St.

TORONTO, 10 Front St. East.

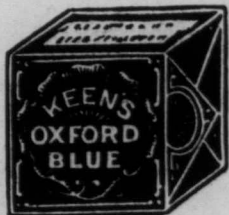
WINNIPEG, 511 Union Bank Building.

LONDON, ENG., 88 Fleet St., E.C.

VOL. XXII.

PUBLICATION OFFICE: TORONTO, JUNE 26, 1908.

NO. 26.



It requires only **one** sale to convince the housekeeper that

KEEN'S OXFORD BLUE

is the safest for her to use in the laundry.

This makes **Keen's Oxford Blue** a profitable line for you to stock.

FOR SALE BY EVERY JOBBER

Frank Magor & Co., 403 St. Paul Street, Agents for the Dominion Montreal

Unless good materials are used by the house-keeper in doing her laundry work she will have poor results—

Edwardsburg "Silver Gloss" Starch

is made from the best corn, the manner of its preparation eliminates all chance of linen turning yellow,—a frequent complaint of other starches—

You want the **Best**—Sell Edwardsburg "Silver Gloss" Starch
Every Jobber carries it in stock.

EDWARDSBURG STARCH CO., LIMITED

ESTABLISHED 1858

53 Front St. East, TORONTO, Ont.

Works, CARDINAL, Ont.

164 St. James St., MONTREAL

THE CANADIAN GROCER

UPTON'S

PURE

Orange Marmalade

The tonic quality in good Orange Marmalade is recognized by the best medical authorities.

"It's Pure,
That's Sure"



"It's Pure,
That's Sure"

Upton's Guaranteed Pure Orange Marmalade

12-oz. glass jars, 2 dozen in case, \$1.00 per dozen
16-oz. glass jars, 2 dozen in case, \$1.40 per dozen
Pint sealers, 1 doz. in case, \$2.00 per dozen
2-lb. tins, 2 dozen in case, 7½c. per pound.
5-lb. tin pails, 8 pails in crate, 7c. per pound
7-lb. tin pails, 9 pails in crate, 7c. per pound
7-lb. wood pails, 6 pails in crate, 7c. per pound
30-lb. wood pails, 6½c. per pound

Freight prepaid on five cases or more shipped direct from factory to Windsor, Owen Sound, Collingwood, Gravenhurst, Ottawa, Montreal, and to all intervening points in Ontario. To all other points a freight allowance of 25c. per cwt. will be made.

Order through your wholesaler and have goods shipped fresh from our factory.

The T. Upton Company, Limited

Hamilton, Ontario

As

Note—B

As Nourishing as Beefsteak

at $\frac{1}{2}$ the cost !!

The nutritive elements contained in certain fish are well known to all professional men but not so well to the general public.

“Thistle” Brand Finnan Haddie

contain the maximum amount of nutrition in Fish, are most readily digested and assimilated and a tin of genuine “Thistle” Fish contains one full pound of eatable fish without skin or bone. A tin of Thistle fish at 15c. is cheaper than a dried up cured Haddie at half the price and goes farther and is far more digestible.

NEW PACK are now in the hands of the Trade. **All lined tins. Warranted genuine Haddock.**

Arthur P. Tippet & Co., Sole Agents
MONTREAL and TORONTO

Note—**Beware** of Fish packed to sell at 10c.! **Genuine Haddock** cannot be sold at the money.



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Manufacturers and merchants cannot expect to develop, maintain and get the best out of the Canadian market without the assistance of local agents. The following is a representative list of reputable agents. The service department of The Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.

EDMONTON.

F. J. FOLEY & CO.
Manufacturers' and General Commission Agents for
ALBERTA and SASKATCHEWAN
Agencies Solicited
Office and Warehouse—
LARUE-PICARD BLOCK, EDMONTON, ALTA.

HALIFAX, N.S.

J. W. GORHAM & CO.
JERUSALEM WAREHOUSE
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Manufacturers' Agents and Commission Brokers.
WAREHOUSEMEN
Domestic and Foreign Agencies solicited.
Highest references.

HOWARD BLIGH & SONS
HALIFAX N.S.

Importers, Exporters and General Commission Merchants.
Firms wishing to be represented in the Maritime Provinces will do well to communicate with us.
Domestic and Foreign Agencies Solicited.
Highest References.

MONTREAL

FOR SALE
Cheap for cash, Fruit Cleaning Plant with Date Press. In good running order.
J. T. ADAMSON & CO.
Customs Brokers
and Warehousemen
27 St. Sacrament Street, Montreal
TEL. MAIN 778 BOND 28

ROBERT ALLAN & CO.
General Commission Merchants
MONTREAL
Fish, Oils, Beans, Peas and Produce.
Agents: "Royal Crown" Skinless Codfish.
R-presenting Morris & Co. Chicago, Pork and Lard.

EXPERIENCED ADVERTISEMENT WRITERS
who are open for a situation are requested to register their names with the MacLean Publishing Co., at any of their offices. Inquiries are occasionally made by manufacturers and wholesale houses who contemplate establishing their own advertising department.

NEWFOUNDLAND

T. A. MACNAB & CO.
MANUFACTURERS' AGENTS
and COMMISSION MERCHANTS
Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's.
Codes: A, B, C, 5th edition, and private.

Phone Bell Main 8938.
CHAUSSE & CIE.
Wholesale Manufacturers of
OILS AND ESSENCES
Write for prices and particulars
MONTREAL QUE. OTTAWA, ONT.
322 Notre Dame St E. 49 Anigesea Square

ONE OR TWO
more agencies will be well looked after by the undersigned. Just able to take proper care of one or two more only. Excellent connections in Montreal and Quebec Province, and highest references.
Communicate at once.
C. A. Morin
Room 35, Alliance Bldg.
107 St. James St. - Montreal

J. WALTER SNOWDON
MANUFACTURERS' AGENT
AND BROKER
Open for exclusive representation of one or two more reliable houses with good grocery lines. Correspondence solicited.
Address
23 Burton Ave., Westmount, Montreal

REGINA.
G. C. WARREN
Box 1036, - REGINA
Manufacturers' Agent and Commission Merchant. Direct importer of all grades of pure Ceylon Teas, and Dealer in Coffees, Spices, Mustard, etc. Established over 10 years. Can handle more lines.

ST. JOHN
W. S. CLAWSON & CO.
Manufacturers' Agents
and Grocery Brokers
WAREHOUSEMEN
ST. JOHN, - N.B.
Open for a few more first-class lines

TORONTO.

TAPIOCA
ON SPOT
Medium and Seed
Quotations on Application
Anderson, Powis & Co.
Agents
15 Wellington Street East, Toronto

FRASER & AISTHORPE
Manufacturers Agents
and Distributors.
AGENCIES SOLICITED
107½ VICTORIA ST. - TORONTO

W. G. A. LAMBE & CO.
Toronto
Grocery Brokers and Agents.
Established 1885.

ON THE SPOT
Valencia Raisins
White Beans
LOWEST PRICES
W. H. MILLMAN & SONS
TORONTO

MacLAREN IMPERIAL CHEESE CO.
Limited
AGENCY DEPARTMENT.
Agents for Grocers' Specialties and Wholesale Grocery Brokers
TORONTO, Ont. DETROIT, Mich.

(Continued on page 4.)

A word to the wise is—

“Don't place your order for 1908 pack

Canned Goods—

before seeing our travellers ”

We have the best proposition on the market.

EBY-BLAIN, LIMITED

Wholesale Grocers

TORONTO

Ram Lal's Pure Tea

SOLD AT FOLLOWING PRICES:

PINK LABEL	1s and ½s	Costs you	30c per lb.
		You sell at	40c per lb.
GOLD LABEL	1s and ½s	Costs you	35c per lb.
		You sell at	50c per lb.
LAVENDER LABEL	1s and ½s	Costs you	42c per lb.
		You sell at	60c per lb.
GREEN LABEL	1s and ½s	Costs you	50c per lb.
		You sell at	75c per lb.

CANISTERS

GOLD Tins	5s	Costs you	35c per lb.—\$1 75
		You sell at	50c per lb.— 2 50
GOLD Tins		Costs you	35c per lb.— 1 05
		You sell at	50c per lb.— 1 50
GOLD Tins	1s	Costs you	36c each
		You sell at	50c each
GOLD LABEL	½s	Costs you	18c each—36c per lb.
		You sell at	25c each—50c per lb.
RED Tins	½s	Costs you	35c each—70c per lb.
		You sell at	50c each—\$1.00 per lb.
RED Tins	¼s	Costs you	18c each—72c per lb.
		You sell at	25c each—\$1.00 per lb.

Head Office and Factory for Canada : 266 St. Paul Street, MONTREAL

GIVE US A TRIAL ORDER AND BE CONVINCED OF THE QUALITY.

Yours Truly,

RAM LAL'S PURE TEA CO., LIMITED

THE CANADIAN GROCER

Manufacturers' Agents—Continued.

TORONTO.

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Manufacturers' Agents
and
Importers
29 Melinda St., Toronto

GROCERY BROKERS

and Manufacturers' Agents
CARMAN, ESCOTT CO.
WINNIPEG, CALGARY and EDMONTON
GOODS STORED AND DISTRIBUTED
Head Office and Track Warehouse,
141 Bannatyne Ave. WINNIPEG, MAN.

THOS. B. GREENING & CO.
TORONTO

Consignees direct from primary markets, and
distributors of
GREEN COFFEE
Our samples will invariably indicate current
market value.

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Commission Brokers and
Manufacturers' Agents
233 Fort Street, Winnipeg
Correspondence Solicited

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**THE MOOSE JAW FRUIT AND
PRODUCE CO.**

J. J. McLean - - - Prop.
Manufacturer's Agents and Wholesale
Commission Merchants
Storage, Forwarding and Transfer Agents
Office, Fairford St. and Third Ave.
Tel. 359 Box 793 MOOSE JAW, SASK

STUART WATSON & CO.

Wholesale Commission Brokers and
Manufacturers' Agents
WINNIPEG, - MAN.
Domestic and Foreign Agencies Solicited.

QUEBEC

J. P. THOMAS

WHOLESALE GROCERY BROKER AND
COMMISSION MERCHANT
TEAS A SPECIALTY
Open for one or two more first-class agencies
Correspondence invited
25 ST. PETER STREET, QUEBEC

RICHARDS & BROWN

Wholesale Commission Merchants
and Brokers
34 Arthur St., WINNIPEG, Man.
Correspondence Solicited

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Wholesale Grocery Brokers, Com-
mission Merchants.

First-class connection with the trade. Established
1895. First-class references.
Your correspondence and business solicited.

GEORGE ADAM & CO.

430 1/2 Main St. W.

VANCOUVER

F. G. EVANS & CO.

Grocery Brokers and
Commission Merchants
139 Water St., - Vancouver, B.C.
Correspondence Solicited.

**Are
Your
Goods
on
The
Market?**

They may be first-class. Do the people know that they are?
Do you want help—a partnership—or have you a business for
sale?
Advertise in the condensed publicity columns of The Grocer
and **Tell Us If You Don't Get What You Want.**

...ESTABLISHED 1849...

BRADSTREET'S

Capital and Surplus, \$1,500,000.

Offices Throughout the Civilized World

Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and
the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the
merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information no
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Subscriptions are based on the service furnished, and are available only by reputable wholesale, jobbing
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THE G. LEVING Co. Gen. Man. Western Canada, Toronto.

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Firms Abroad Open for Canadian Business.

DAVID SCOTT & CO.

Established 1878. 10 North John St.
LIVERPOOL, ENGLAND.
Splendid connections and references. Try us with a ship-
ment of **CANNED GOODS.**
T. A.—Scottish, Liverpool.

JAMES MARSHALL

ABERDEEN, SCOTLAND,
invites consignments of Canadian Produce, gives personal
attention to handling of same, and guarantees prompt
returns. Reference—Clydesdale Bank, Aberdeen. Codes—
A. B. C. 4th and 5th Eds.

A PROSPEROUS APPEARANCE

calls for good fixtures, counters, show cases,
etc. Let me design and make them to your
order! My prices and work will certainly
suit you. Write or phone to me.

J. HOWELL JAMES
333 Lippincott Street, TORONTO
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CANNING MACHINERY CO.,

CHICAGO, ILL., U.S.A.

Five hundred neatly printed Business Cards, Bill-
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and Window Cards. Samples and price list on application

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mention having seen the advertise-
ment in this paper.*

**Coffee, Its History,
Classification and
Description**

By Joseph M. Walsh

This is the most exhaustive, inter-
esting and instructive book ever pub-
lished on Coffee. It is attractively written
and richly illustrated, and should be
read by all who deal in or use Coffee.
The contents include,

Cultivation and Preparation.
Commercial Classification and Des-
cription.
Adulteration and Detection.
Art of Blending, Preparing, etc.

This work, written by one of the
greatest authorities in the world upon
the subjects of Tea and Coffee, will be
mailed to you postpaid on receipt of

\$2.00

IT WILL PAY YOU TO SEND AT ONCE.

**MACLEAN PUBLISHING
COMPANY**

Technical Book Department

10 Front St. East, - TORONTO

More About Peas

Some people imagine that Canadian packed Peas are not as good as peas from France. There was never a greater fallacy. French Peas are largely packed from seed grown in Canada. If you will compare the Canadian with the French pack Peas you will notice that the flavor of the imported Peas is killed by the use of green coloring.

A prominent grocer said that he never ate any Peas but the imported. He was asked if he had ever compared the French with the Canadian Peas. He confessed that he never had. A tin of very ordinary Canadian Standard Peas two or three years old was then opened against a tin of French Peas. The French Peas had the Canadian Peas beaten for color, but for flavor the Canadian pack Peas were much superior, and had a flavor that was entirely lacking in the French Peas. In fact the French Peas were quite unpalatable.

The Canadian Cannery's Canned Peas are the finest in the world. They have the field to themselves as regards quality.

Talk Quality in Peas, and educate your customers to buy the better grades. Show them wherein the difference lies. It will pay you well.

The difference in cost is slight, and you can obtain a much larger profit on the better grades.

Try it for one week. Talk Canadian Cannery's Sweet Wrinkle Peas at every opportunity, and note the results.

BRANDS: "Canada First," "Little Chief," "Lynnvalley," "Maple Leaf," "Auto," "Log Cabin," "Kent," "Lyon," "Thistle," "Grand River," "Horse-shoe," "White Rose," etc.

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Business.

CO.

10 North John St.

Try us with a ship-

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L.L.

RD,

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guarantees prompt
Aberdeen. Codes-

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TORONTO

**NOW-A-DAYS—
It's Purity That Counts!**

Which is a very sound reason why you should
handle

**OLD
HOMESTEAD
BRAND**

Canned Fruits and Vegetables
The Purest of the Pure

The wise grocer doesn't accept a mere statement,
but verifies it by comparison. Just compare the
contents of an Old Homestead can with a can of
any other Brand and you will be confronted with
indisputable evidence of Old Homestead superiority.

All the best jobbers handle
OLD HOMESTEAD

The Old Homestead Canning Co.

Picton, Ontario

Poor tea at low prices may win temporary sales

but

Good tea at fair prices makes permanent customers

THE QUALITY IS REMEMBERED AFTER THE COST HAS BEEN FORGOTTEN

The customer who comes back to your store is one of the strongest factors of success in your business. To have had a steadily increasing patronage for sixteen years of thousands of satisfied customers is the record of

"SALADA"

Moral:--To get and hold trade sell "SALADA"

Early Delivery

can be had by placing early orders

PURNELL'S

Pickles Vinegar Sauces

are now in active demand and we want to give our customers as good service as good quality.

ORDER TO-DAY FROM OUR AGENTS:

**Purnell &
Panter, Ltd.
Bristol,**

E. McMichael, - - - St. John, N.B.
H. Haszard, - - - Charlottetown, P.E.I.
Erb & Rankin, - - - - Halifax, N.S.
C. S. Harding, - - - Quebec & Montreal
Kyle & Hooper, - - - Toronto, Ont.
Bickle & Greening, - - - Hamilton, Ont.
Carman Escott Co., - - - Winnipeg, Man.
C. E. Jarvis & Co., - - - Vancouver, B.C.

Many Dollars a Week

are lost by grocers, through disputed items in the statements. By using our simple

"DUPLEX"

COUNTER CHECK BOOK

you can prove your case and get your money every time. No friction, no loss, when our "Duplex" is used.

A POST CARD WILL BRING FULL PARTICULARS.



The Carter-Crume Company Limited,
Toronto, Ontario

It pays to have proper connections in

The West

We have first-class facilities for distributing cars and we make a specialty of this line.

Consign your cars to us and please your customers. Our storage facilities are complete—plenty of room in our new quarters.

Charges Reasonable *Satisfaction Guaranteed*

Wiseman-Ashley Co.,

Storage, Warehousing and Distributing Agents

23 Bannatyne Avenue East **WINNIPEG, MAN.**



National Licorice Co.
Brooklyn, N.Y.

Toronto Sales Agent—
R. S. McINDOE, 120 Church Street.
Montreal Sales Agent—
J. M. BRAYLEY, 55 St. Paul Street.
Winnipeg Sales Agency—
Wiseman-Ashley Company.
St. John Sales Agent—
H. S. Daly.
Vancouver Sales Agency—
J. F. Mowat & Company.

Canadian orders filled at our Montreal factory, Ernest Street and Desjardines Avenue (Maisonneuve).

MOLASSES AND SYRUPS

GINGERBREAD BRAND MOLASSES
(IN TINS)

2's, 3's 5's, 10's, 20's
1, 2, 3, 5 gal. Pails

GOLDEN SLING SYRUP
(IN TINS)

2's 3's 5's 10's 20's
1, 2, 3, 5 gal. Pails

"THE BEST THERE IS"

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Dominion Molasses Co.,

LIMITED

Hallfax, - Nova Scotia

BATGER'S

WAIT
TO SEE
OUR NEW
LINES

Before Ordering

**XMAS CRACKERS,
XMAS STOCKINGS,
XMAS NOVELTIES,
ETC., ETC.**

We are showing a very fine assortment of English Confectionery — manufactured by Batger & Co., London.

IF YOU CAN'T AWAIT OUR CALL,
WRITE FOR PARTICULARS.

Rose & Laflamme, Limited
Montreal and Toronto.

**Brand New Goods from a
Brand New Plant**

THE NIAGARA FALLS CANNING COMPANY LIMITED has just commenced packing fruit in the most sanitary and best equipped plant in Ontario. A processor who is admittedly the best in New York State has also been secured.

New pack strawberries will be ready to offer the trade by June 20th.

**ALL GOODS PACKED IN
SANITARY ENAMEL-LINED
CANS**

This in itself is a strong assurance of excellence and purity.

**The Niagara Falls Canning
Company Limited**

NIAGARA FALLS, ONT.

G. P. Boulter, Pres. F. H. Boulter, Gen. Manager
S. E. Boulter, Sec.-Treas.

As Pure as Windsor Salt

\$1.00 Sold \$25 Worth of Groceries It was a thirty mile trip to town and the instructions of Mrs. Smith to husband John were to get a dollar's worth of Windsor Salt at the grocer's—naturally husband John secured his entire list of groceries at the store that was stocked with "Windsor." He spent twenty-five dollars in that particular store.

The reason why Mrs. Smith was determined to have Windsor Salt was and is plainly evident—its uniform excellence, purity, whiteness and dryness. It pays to sell the salt that helps to sell other goods in the store.

Windsor Salt

CANADIAN SALT COMPANY, LIMITED,
Windsor, Ont.

If we could show you



just how and where our vinegar is made, you'd understand why it has won such distinction on both British and Canadian markets.

The best can't be beaten and our

Pure Malt Vinegar

is par excellence the finest product offered. Submitted to any test, domestic, commercial or chemical, it still makes good and retains its high standard. Order now from nearest wholesaler or agent.

AGENTS ;

- Messrs. Martin & Robertson, Vancouver and Victoria, B.C.
- " C. & J. Jones, Winnipeg.
- " G. Stanway & Co., Toronto.
- Mr. Kenneth H. Munro, Montreal.

White, Cottell & Co.,
Camberwell S.E., LONDON, ENG.

LEA'S

The Pickle with the Home-made Flavor

Remember we positively guarantee
all of our Goods. If you have
any complaint to make, write us.
We will adjust all complaints to
your satisfaction. : : : : :

The Lea Pickling & Preserving Co.

Limited

SIMCOE, - ONTARIO

WHITE SWAN

PREPARED

COCOANUT

In cocoanut you want something true in flavor, fine in texture, bright in color, good in appearance and pleasing in taste. Something that will not grow rancid quickly, thus causing you loss and annoyance.

That's the kind we make—beautiful long threads that will satisfy the most exacting.

An important point, too, is that it does not cost you any more—perhaps not as much—than inferior and poorly-made cocoanut.

Our *White Swan* guarantee is behind every pound.

Try a lot, and if all we claim for it is not abundantly proved, send it back at our expense.

Samples and quotations cheerfully sent on request.

THE ROBERT GREIG CO. LIMITED

WHITE SWAN MILLS - TORONTO

Brooke Bond's Tea.

—o—
Agents for Western Canada:

Messrs. Hamblin & Brereton,
Corner of Notre Dame & Victoria Streets
WINNIPEG, MANITOBA.

—o—
This Packet Tea is sold by 30,000 Agents in Great Britain; 2,000,000 people drink it daily.

This fact is the best proof of its value.

Write for particulars to the address above.

Orsi?



Shirriff's Flavoring Extracts

Lead all others in Strength and Purity; and are away ahead of them all in volume of sales.

IMPERIAL EXTRACT CO., 18-22 Church St., Toronto

About 3ft.
Long



The man who first tried to catch a fly, did it without

Brown's "Fly Coil"

and the fly got away. That's why we are bothered with millions of them to day. BROWN'S "FLY COIL" is the thing to catch these millions with, because the flies can't leave it alone and can't get away from it, and it will catch more of these dangerous pests to the square inch than any other device extant. It is neat, hygienic and effective. Anyone can see its good points at a glance, so it sells "like hot cakes." Hang one up and try it on your flies and your trade

To be obtained from

The National Drug & Chemical Co. of Canada, Ltd.
Montreal

The Wingate Chemical Co., Notre Dame St.,
Montreal

or direct from

The Brown Manufacturing Co., Ltd. Bury, Eng.



Naptho
SOAP
MADE IN CANADA

R U

Selling

NAPTHO SOAP?

If not, it will increase your trade to carry it.

**For Quality
Appearance
Price**

Naptho is the Best

The Welcome Soap Co.
Limited

St John, - N.B.

JAPAN TEAS

Samples of New Teas at 22c. and over are now on hand, and we will be glad to submit same to Canadian Jobbers.

S. T. NISHIMURA & CO., Sole Agents.

Japan Consolidated Tea Co.

Japan Tea Firing Co.

Ito's Tea Firing Dept.

55. St. Francois Xavier Street, **Montreal**

Nakamura's Tea Firing Dept.

Tokai Tea Trading Co.

Here Is A Fact—Note It!

A rigid test made by impartial government analysts from samples bought here and there, resulted in the verdict that

E. D. S. Brand Jams and Jellies are the purest sold in Canada



Agents: W. G. Patrick & Co., Toronto; W. H. Dunn, Montreal;
Mason & Hickey, Winnipeg; R. B. Colwell, Halifax, N.S.;
J. Gibbs, Hamilton.

E. D. Smith's Fruit Farms, Winona, Ont.

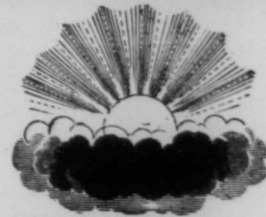
ESTABLISHED 1840.

A High-class trade can only
be retained by selling a
high-grade article.

NELSON'S "PANSY BROOM"

will satisfy your most
exacting customer.

H. W. NELSON & CO.
LIMITED
TORONTO



"Sun Burst" Reg'd.

"Non-Pareil" Reg'd.

"Salad, Edible and Cooking Oils"

WINTER PRESSED

- Highly recommended.
- Guaranteed under the Pure Food Act.
- A substitute for Lard.
- The Quality of these Oils is their recommendation.
- Be sure and specify these brands when ordering from your wholesaler.

Stock carried at Montreal.
Prices and Samples on application.

Phone M, 6785

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MANAGER KENTUCKY REFINING CO., Incorporated
55 ST. PAUL ST., MONTREAL

THE CANADIAN GROCER

We have a special offer on

Strawberry Jam, 1 lb. glass

Thomas Kinnear & Co.

Wholesale Grocers **TORONTO** and **PETERBORO**

How About Soup ?

You cannot get anything better than

“CONNOISSEUR” and “GLENCAIRN” Brands

Real Turtle
Mock Turtle
Ox Tail
Tomato
Julienne
Macaroni
Game



Cock-a-leekie
Hotch Potch
Mulligatawny
Kidney
Chicken Broth
Vermicelli
Giblet

20 others

20 others

FINEST QUALITY

Put up in glass and tin

**Cunningham &
De Fourier Co., Ltd.**
LONDON, ENG.

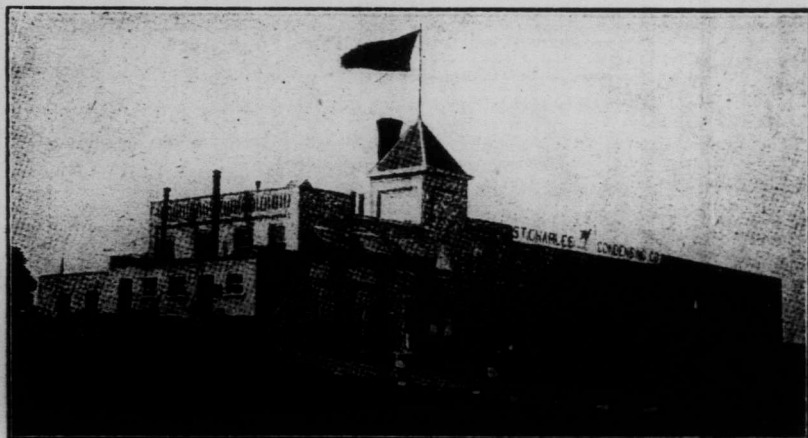
Agents in Canada :

ROSE & LAFLAMME, LIMITED, Montreal

ASK US FOR

**BUTTER TUBS
BROOMS
FRUIT JARS
JAR RINGS
PAPER BAGS
TWINES
WRAPPING
PAPERS**

WALTER WOODS & CO.
HAMILTON and WINNIPEG



INGERSOLL, CANADA—FACTORY

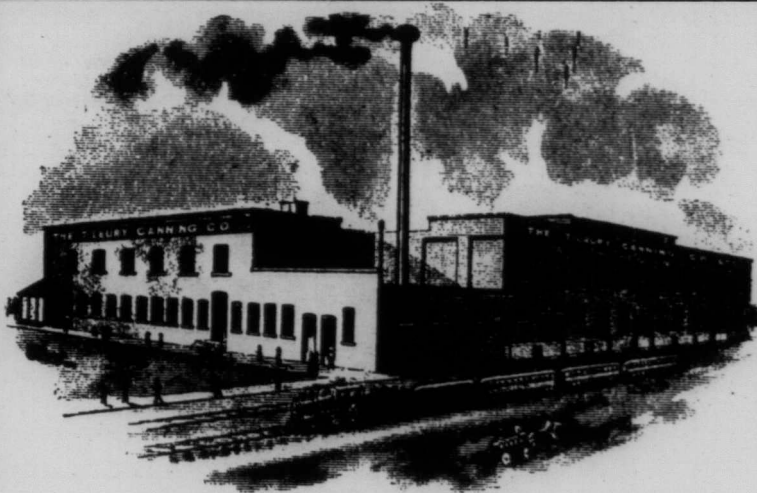
AN EASY ONE.

Added to our splendid assortment of
GOLD MEDALS.

**ST. CHARLES
EVAPORATED CREAM**

given Highest Award at World's Fair St. Louis, Mo., 1904. Proven the purest and best and for many purposes **PREFERABLE TO FRESH MILK.** Can be purchased through any wholesale house.

St. Charles Condensing Co.



"Tilbury Brand"

means the Very Best
in Canned Fruits and
Vegetables

One of the best - equipped factories on the Continent

AGENTS { C. E. JARVIS & CO., Vancouver, B.C.
RYAN BROS., Winnipeg, Man.
GREEN & CO., Toronto, Ont.
SNOWDEN & EBBITT, Montreal, Que.
W. S. CLAWSON & CO., St. John, N.B.

See samples and get prices before placing your order.

The Tilbury Canning Company, Limited. Tilbury, Ont.

Everybody drinks in hot weather.
Satisfy their thirst with

LYTLE'S LIME FRUIT JUICE

and you will have given your
customers a satisfying drink.

Grocers should keep well
stocked at this season with
Lytle's Lime Fruit Juice
and also Raspberry vinegar.

Order direct or through your jobber.

THE **T. A. LYTLE** CO. LTD
Sterling Road, Toronto, Canada



As Well Known As Any Staple

MATHIEU'S NERVINE POWDERS

have been a household remedy for
10 years or more. They are as well
known, and in one way or another
in as constant demand as any staple.
Their sales this year are larger than
ever. Look over your stock and
send us your order.

*No need to tell you that the demand for
Mathieu's Syrup of Tar and Cod Liver
Oil doesn't cease with winter.*

J. L. Mathieu Co., Sherbrooke, P.Q.
Proprietors

L. Chaput, Fils & Cie, Wholesale Depot, Montreal

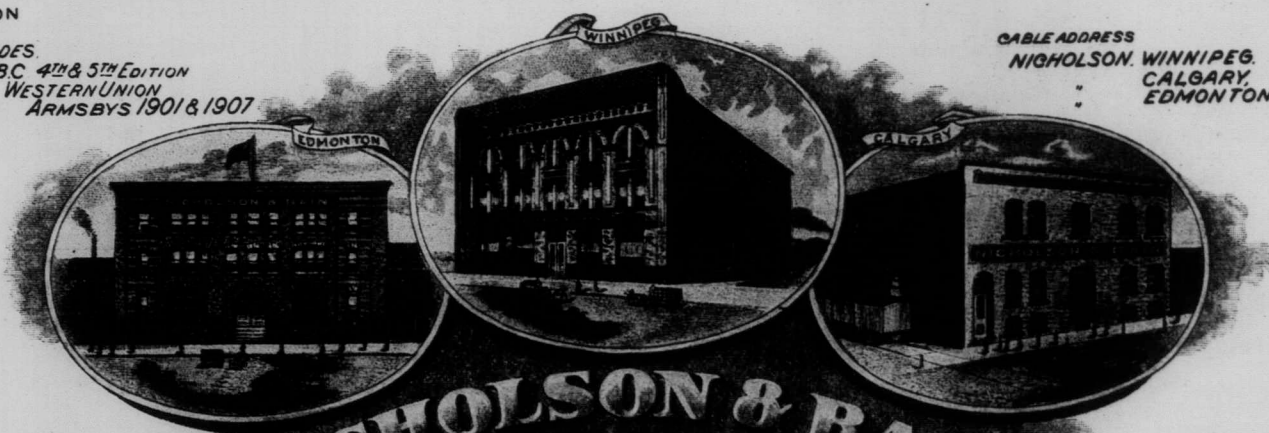
THE CANADIAN GROCER

E NICHOLSON

D H BAIN

CODES
A.B.C. 4TH & 5TH EDITION
WESTERN UNION
ARMSBYS 1901 & 1907

CABLE ADDRESS
NICHOLSON. WINNIPEG.
CALGARY.
EDMONTON



EDMONTON BRANCH
NICHOLSON & BAIN

CALGARY BRANCH
NICHOLSON & BAIN

NICHOLSON & BAIN
WHOLESALE
COMMISSION MERCHANTS & BROKERS

BANNATYNE AVE EAST
TRANSFER TRACK

Winnipeg, Man.

THE CONSTANT GROWTH

Of Western Canada, makes it an exceptionally desirable place for the introduction of new lines of reliable merchandise.

There is a chance here, for progressive manufacturers, to develop a trade that will increase from year to year.

You can do it, and we can help you.

We have been selling merchandise, throughout this territory, for a quarter of a century. We know the needs of the people and how to reach them.

We could take your products on a commission basis, store, sell and distribute them, and see that you got your share of the business.

Write us. We shall be glad to discuss details with you.

NICHOLSON & BAIN

CALGARY

WINNIPEG

EDMONTON

Storage for all classes of Merchandise also cars distributed at Winnipeg,
Calgary and Edmonton.

TO THE TRADE:

When You are Selling

CEYLON TEA

It is Absolutely Necessary that You Should
Lay Particular Stress on the Fact That it

**Must Be Judged
By Cup Quality**

And You Should Show Customers
How To Prepare It

So as to Fairly Test This

The Tea's appearance won't especially commend it; nor will a poorly made infusion.

CORKS AND CAPSULES

Manufacturers, much depends upon the quality of the corks you use. If they are of poor quality and break when pulled the customer is apt to form a poor opinion of your product. By ordering only EWING'S CORKS and CAPSULES you are assured of having the best on the market.

WRITE FOR PRICES

S. H. EWING & SONS

MONTREAL
and TORONTO

Profitable Goods

Are the goods that are a little better than the others: goods that will make sales where the others won't. Oso Brand Pickles are good pickles, and show their quality. We have special facilities for turning out the best pickles, and we have made the most of them. For instance, we provide the seed from which the vegetables are grown and so get the best from the start; the cucumbers go straight from the vine to the factory, so that none of the fresh crispness is lost. We make our own vinegar and it cannot be beaten for pickling purposes. It will certainly pay you to specify that you want our goods when ordering pickles.

THE OZO CO., LIMITED
MONTREAL

BASKETS

You can make money as well as oblige your customers if you handle our

**Butcher Baskets,
Clothes Baskets,
Grain and Root Baskets
and Patent Strawboard
Berry Box.**

We can supply all your basket wants and guarantee satisfaction because we guarantee the goods. Orders receive prompt attention.

**The Oakville Basket Co.,
OAKVILLE, ONT.**



ABSORBINE

will reduce inflamed, swollen Joints, Bruises, Soft Bunchees, Cure Boils, Fistula, or any unhealthy sore quickly; pleasant to use; does not blister under bandage or remove the hair, and you can work the horse. \$2.00 per bottle, express prepaid. Book 7-C free.

ABSORBINE, JR., for mankind, \$1.00 per bottle. Cures Varicose Veins, Varicocele, Hydrocele, Strains, Bruises, stops Pain and Inflammation.

W. F. YOUNG, P.D.F., 204 Monmouth St., Springfield, Mass.
Canadian Agents, LYMAN SONS & CO., Montreal.

The Beardwood Agency

enjoys the entire confidence of most of the large wholesale houses in Eastern Canada.

What we are doing for them we can do for you.

Send us your Overdue Accounts and let us prove our superiority.

The Beardwood Agency

313 New York Life Building - MONTREAL

CANNED GOODS for Fall

HAVE MADE OUR PRICES AT ROCK BOTTOM COST.
Our Travellers have prices. Book without delay!

Tartan BRAND

SIGN OF PURITY

has stood the test of years. It is not the cheapest but is the best, and we protect our friends by delivering goods of the finest quality. Mail us your requirements for Fall and you will not be sorry.

For further Particulars Phone 596. Free to buyers.
Preference given to all orders booked prior to 30th June

BALFOUR, SMYE & CO.
Wholesale Grocers, - - HAMILTON

REINDEER condensed **COFFEE**

Hot Water Only Required for

A CUP OF COFFEE

A SPLENDID SELLER

TRURO CONDENSED MILK CO., Limited, TRURO, N.S.

Purity Is Assured



If you stock only maple syrup put up in packages like those illustrated. They contain

Pride of Canada

Maple Syrup and that is the purest and truest offered the trade to-day.

IT PAYS

The Maple Tree
Producers'
Association, Ltd.,
Waterloo, Quebec



ES

AL
ONTO

TS

as well as
you handle

kets,
kets,
Baskets
wboard

our basket
satisfaction
the goods.
attention.

sket Co.,
NT:

BINE

swollen Joints,
Cure Bolls,
Itchy Sore quick-
use; does not
damage or remove
I can work the
bottle, express
C free.

R., for mankind,
Cures Varicose
Veins, Hydrocele,
and Inflammation.

Springfield, Mass.
CO., Montreal.

Agency

ce of most
houses in

or them we

e Accounts
ority.

Agency

MONTREAL

**Your Vinegar Trade
is Important to You**

Your customers demand the best
for table use and pickling purposes.

**Imperial White Wine
Vinegar**

HAS NO EQUAL

Order now for later requirements,
and make sure of the best.

W. H. GILLARD & CO.

Wholesale Grocers

HAMILTON

Branch House—Sault Ste. Marie

The season is approaching when Gran-
ulated Sugar will be in active demand
for preserving and canning purposes.
When ordering supplies ask for

Redpath

the BRAND approved for over fifty years
and to-day the STANDARD OF EX-
CELLENCE.

Made from PURE CANE Sugar by

The
Canada Sugar Refining Co.,
Limited
MONTREAL

QUAKER SALMON

TRADE MARK



SONS

ESTABLISHED 1834.

There is talk of a short pack of salmon on the
Pacific Coast. The yield will be small this year
without a doubt.

To ensure your customers securing salmon
that will be absolutely first class, order **Quaker
Brand.** Highest grade Sockeye Salmon from
Frazer and Skeena Rivers. The package is the
finest on the Canadian market.

OUR PRICES:

QUAKER SALMON, flats, - - \$2.05
QUAKER SALMON, talls, - - 1.90

ORDER AT ONCE

Mathewson's Sons

WHOLESALE GROCERS

202 MCGILL STREET, - MONTREAL

We are now booking orders for New
Season's

Balmoral Rgd.
Jams and Jellies

Write for full particulars and prices

J. W. WINDSOR
MONTREAL

The World's Best Coffee is

Lipton's

DON'T FORGET that your many customers who are delighted with

LIPTON'S TEA

will thank you for introducing them to

LIPTON'S COFFEE

Stands to reason—doesn't it?

The Greatest Tea Merchant in the World

cannot afford to sell anything but the finest coffee.

Write for Samples

THOMAS J. LIPTON, - - 75 Front Street East, TORONTO

THE WORLD'S STANDARD

WHITTEMORE'S POLISHES

ONCE USED ALWAYS USED

The Oldest and Largest Manufacturers of Shoe Polishes in the World



Dirty Canvas Shoes!
made perfectly clean and white by using Whittemore's "Quick White" Compound. In liquid form, so can be quickly and easily applied. No white dust. No rubbing off. A Sponge in every package, so always ready for use.

Large size, per gross,
10c. size, per gross.

Also the following colors for canvas shoes: baby blue, Alice blue, red, green, pink, lavender, champagne, coral, purple, light and dark gray, black, khaki, russet and brown, in the same sizes and at the same prices as "Quick White."



"GILT EDGE"
The only black dressing for ladies' and children's shoes that positively contains oil. Softens and preserves. Imparts a beautiful lustre. Largest quantity; finest quality. Its use saves time, labor and brushes, as it

Shines Without Brushing
Always Ready to Use
Also for gents' kangaroo, kid, etc.
Per gross



OIL PASTE
for ALL kinds of Black Shoes

Oils, blacks, polishes, softens and preserves. Contains no turpentine or acids. Never dries up. Boxes hold double any of the Oils'.
Price per gross

Excellent for old rubbers.

"SUPERB" Patent Leather Paste



For giving all kinds of Patent or Shiny leather shoes a quick, brilliant and waterproof lustre, without injury to the leather.
Large size per gross
Med. size (blue tin boxes) per gross
Per doz. 1/2 lb. boxes
Per doz. 1/4 lb. boxes

"BOSTON" Waterproof Polish
A black liquid for men's and boys' shoes. Produces a patent leather shine without brushing. Largely used by Boot Blacks for polishing heels and edges of shoes.
Per gross

"BOSTON JUNIOR"
10c. size, per gross
Also in Russet and Ox Blood

"ELITE" Combination

The only first-class article for ladies' and gents' "Box Calf" "Vici Kid" and all black shoes. The only polish endorsed by the manufacturers of "Box Calf" leather. Contains oil and positively nourishes and preserves leather and makes it wear longer. Blacks and polishes.
Per gross

"BABY ELITE" Combination
10c. size per gross

"DANDY" Russet Combination

For cleansing and polishing all kinds of russet, tan or yellow colored boots and shoes.
Large size, per gross .
Star Russet Combination
10c. size per gross

Russet Pastes
Dandy, large per gross
Red Box, medium "
Per doz., 1-4 lb. tins
Per doz. 1-2 lb. tins
Elite, Ox Blood and Brown Pastes same sizes and prices



If interested write for CANADIAN PRICES.

WHITTEMORE BROS. & CO.,

20-22-24-26 ALBANY STREET
CAMBRIDGE, MASS., U. S. A.

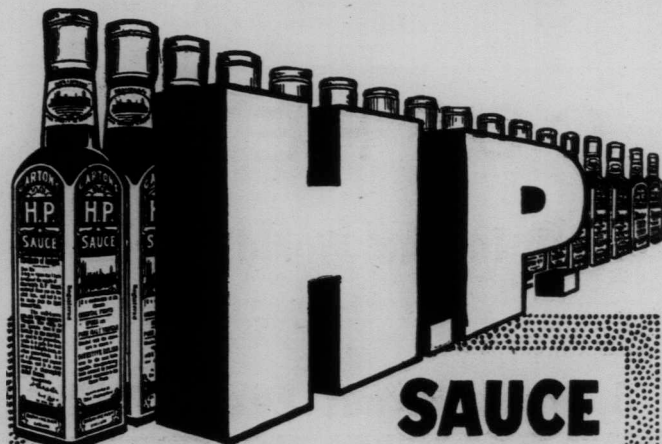
Whittemore's Polishes won the "GRAND PRIZE" at St. Louis over all competitors.

THE CANADIAN GROCER

VINEGAR

THE DAVIDSON & HAY LIMITED

WHOLESALE GROCERS, TORONTO



ENGLAND'S MOST POPULAR SAUCE

H. P.'s popularity as an ideal kitchen Sauce has reached Canada.

The "live" H. P. Canadian Advertising is creating a demand for YOU to supply.

The name H. P. signifies "House of Parliament" and this famous condiment is in use on the dining tables of "the House" and enjoyed daily by the members of Parliament.

Write for samples and prices.

W. G. Patriok & Co., Toronto and Montreal
 R. B. Seeton & Co., Halifax, N.S.
 The Godville-Smith Co., Ltd., Calgary, Alberta
 Kelly, Douglas & Co., Ltd., Vancouver, B.C.
 Ellis & Co., Ltd., St. John's, N.F.

Midland Vinegar Co., Birmingham & London, Eng.

PURE
ANNAPOLIS VALLEY

Cyder

"Land of Evangeline" Brand

Guaranteed absolutely free from chemical preservatives.

Will keep SWEET, CLEAR and SPARKLING in any climate.

The pure juice of the finest Nova Scotian apples manufactured and bottled by secret process, under direct supervision of a member of the most celebrated English Cyder makers—H. Whiteway & Co. Ltd., whose patrons include H. M. King Edward VII. H. M. Alfonso of Spain.

Bottled in champagne quart, pint or half-pint bottles; also supplied in casks.

For Prices and Particulars Address	{	R. S. McIndoe, - - -	Toronto.
		S. W. Shackell, - - -	Montreal.
		J. S. Creed, - - -	Halifax.

ANNAPOLIS VALLEY CYDER CO.
LIMITED

BRIDGETOWN, - NOVA SCOTIA

I AM ABLE TO QUOTE

very sharp c.i.f. prices on

**Med and Seed Pri and
Flake Taploca**

For prompt and future shipment.
The market is in your favor; BUY NOW.

ANDREW WATSON

91 Place d'Youville

Tel. Main 4409

Montreal



**CAPSTAN Brand
High-Grade Tomato Catsup**

Put up in 10, 16 and 20 oz.,
bottles of a new design and
is very attractive. This cat-
sup is far superior to many
others and is giving perfect
satisfaction.

Sold By all Wholesale Dealers.
Once Sold Always Asked For.

THE CAPSTAN MFG. CO.

TORONTO, CANADA

Wagstaffe's

New Season's Strawberry Jams and Sealed Fruits are now ready, **order at once**, quality **cannot be beaten**.

Wagstaffe Limited

THE PURE FRUIT PRESERVERS
Hamilton

Lacquer-Lined or Inside-Enamelled Cans

for strongly acid or highly colored fruits.

Standard cans, coated on the inside with a neutral vegetable lacquer baked on at high heats, which can be used in the packing house without change of machines.

Order now against the berry season.

THE
Norton Manufacturing Co.
HAMILTON

Sanitary Cans

FOR HAND FILLED GOODS

Tomatoes, Stringless Beans, Asparagus, Spinach, Etc., Apples, Peaches, Pears, Plums, Etc.

Sanitary Enamel Lined Cans

FOR COLOR FRUITS AND GOODS OF STRONG ACIDITY

Strawberries, Red Raspberries, Black Raspberries, Blackberries, Sour Cherries, Blueberries, Beets, Rhubarb, Etc.

"THE CAN WITHOUT
THE CAP HOLE"
"BOTTOM LIKE THE TOP"

Write for Samples
SANITARY CAN COMPANY, LTD.
NIAGARA FALLS, - ONTARIO

STOCK THE BEST.

"KIT"

COFFEE

IS
**BEST in QUALITY
SMARTEST in FINISH
KEENEST in PRICE**

KIT is an up-to-date extract, entirely free from the bitterness so objectionable in ordinary essences.

By sheer force of merit it has achieved a remarkable success in the Home Market, and Merchants in the Dominion introducing KIT to their customers are laying the foundation of satisfactory repeat business.

Agents in the Dominion—Montreal City, Mathewson's Son, 202 McGill St.; Quebec City, Albert H. Dunn, 67 St. Peter St.; Ontario, A. K. Bowron 18 King William St., Hamilton; Winnipeg, Mason & Hickey 106 Princess St.





There's one thing certain about the selling of Condensed Milk and that is, it has to be **PERFECTLY PURE** and like fresh cow's milk—

Borden's Brands

"Eagle Brand" Condensed Milk and
"Peerless Brand" Evaporated Cream } are perfect Milk—

FOR SALE BY ALL JOBBERS

WILLIAM H. DUNN, Montreal and Toronto

Scott, Bathgate & Co., Winnipeg, Man. Shallcross, Macaulay & Co., Vancouver and Victoria, B.C.



(Unsweetened)

In The Matter Of Canned Goods

it will pay you to pin your faith to

RIVERDALE BRAND

the brand which never varies in high quality.
Buy Riverdale Brand and your shelves won't
be lumbered up with unsalable goods.

The Lakeside Canning Co., Ltd. - Wellington, Ont.

NATION'S

SIMPLY DELICIOUS
In Packets and 4-oz., 8-oz. & 16-oz. Tins.



Agents: **GREEN & CO., 25 Front St., E. Toronto**
CARMAN-ESCOTT CO.,
141 Bannatyne St. WINNIPEG
Manufactory—BRISTOL—ENGLAND

General Stores

All general storekeepers handling hardware should subscribe for the one paper in Canada, published in the interests of the Hardware and Metal, Stove and Tinware trades.

Hardware and Metal

will give you each week full information regarding market changes. It will give you ideas for displaying your goods which enable you to increase the hardware end of your business.

SUBSCRIPTION, \$2.00 PER YEAR

The MacLean Publishing Co., Limited

MONTREAL

TORONTO

WINNIPEG

Unequaled in Quality
and a Producer of Permanent Profit

QUAKER Canned Goods

THE BLOOMFIELD PACKING CO.
BLOOMFIELD, ONT.

A Bright Magazine

IS AN EXCELLENT COMPANION

On a holiday trip, a journey to a summer resort, or while spending a few days at some delightful retreat, you can not add to your enjoyment more easily than by taking along with you a copy of the

JULY NUMBER OF BUSY MAN'S

It is the leading periodical and its contents are always bright, racy and instructive.

In the July issue, now out, the following conveys some conception of the splendid things in store for the reader.

Business and Industries.

The Message of the Flour Barrel.
The Advantages of Branch Banks.
Some Settlers Canada Can Do Without.
What Profit Sharing Has Done.
The German in Canada.
Courtesy as an Element in Business.

Entertaining Short Stories.

A Marriage by Capture.
Just Escaped and No More.
The Way of Musette.
My Supreme Devotion to Silence.

Political and Commercial Affairs.

Training Boys for Colonial Life.
A Leader Who Stands for High Ideals.
How His Dream Was Realized.
Has Served Under Four Premiers.
Stand for Something.

Science and Invention.

What Will the World Do When the Coal is Gone?
The Waste of Daylight.

Ask for Busy Man's, "the Magazine with the red cover."

On Sale at all news - stands.

20c. a copy
\$2.00 per year

**The Busy
Man's
Magazine**

10 Front St. E.,
TORONTO, - ONT.

Articles for the Workers.

Some Delights of Camping Out.
Worth While to Win in the Game.
The Girl That is Down.
Why Some Men Become Bosses.
As the Working Girl Sees It.
Have Women Less Conscience Than Men?

Travel and Description.

Irrigation in the World's Pantry.
The Greatness of Our Common Heritage.
In the Baby's Ward of the Hospital.
The Biggest News Scoop in Canada.

Other Bright Features.

Some Fashions for Busy Men.
Contents of the July Magazines.
Improvements in Office Devices.
Some Rather Unusual Events.
Humor in the Magazines.
Busy Man's Book Shelf.
Some Men Who Are in the Public Eye.

Leading Grocers Cutting Out 25c. Tea

After experimenting with bulk and package teas that LOOKED all right to sell for 25c. and which they THOUGHT would suit their customers just as well, several leading grocers that we know of have decided to cut out 25c. tea. These grocers were shrewd enough to notice that they were not selling as much tea as they formerly were, which is the only true test, as

Your Customers don't have to tell you if they don't like your tea, it's easier to try another store.

Because you have sold a 25c. tea for years is no reason why you should continue to do so now when tea at this price has advanced over 5c. per lb. A number of grocers have written me and told my travellers they were surprised that their customers accepted the change so readily, which proves **it's easier to cut out 25c. tea than you think it is.**

Why not start right now and sell good teas that you know will make satisfied customers?

Red Rose Tea in Package and Estabrook's Blended Tea in Bulk

will please your customers; and remember, you don't have to try to find a match for each order, as these teas are guaranteed absolutely uniform in quality all the year round.


Write to-day for an order or further particulars.

Branches:— TORONTO, 3 Wellington E.
WINNIPEG, 315 William Ave.

T. H. ESTABROOKS
ST. JOHN, N.B.



Star Ammonia softens the hardest water it washes perfectly everything washable. A delight to the housewife.



Talking to the Point

CLASSIFIED WANT ADS get right down to the point at issue. If you want something, say so in a few well-chosen words. Readers like that sort of straight-from-the-shoulder-talk, and that is the reason why condensed ads are so productive of the best kind of results.

CLASSIFIED WANT ADS are always noticed. They are read by wide-awake, intelligent grocers, who are on the look-out for favorable opportunities to fill their requirements.

TRY A CONDENSED AD IN THE CANADIAN GROCER.

Adam
Adam
Allan,
Allison
Ameri
Ameri
Anna
Ander
Ayime

Balfou
Balge
Barna
Beam
Beard
Bened
Binks,
Bligh,
Bloom
Blue E
Bode
Borde
Bovril
Bradst
Brayle
Brook
Brown

Camp
Canad
Canad
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Canad
Canad
Capeta
Carma
Carter
Ceylon
Chapu
Chaus
Chocol
Christi
Clark,
Clawac
Oonno
Oensta
Oote, J
Oowan
Ouz. J.
Ounnir

Dalloy,
Davids
Dawac
Domin



Triangle Canned Goods

We advise placing orders for fall now.
 Our travellers have full particulars of prices and terms on the entire range.
 If they don't call, write or wire us.
 Triangle Goods will, as always, be unsurpassed in quality by any brand on the market.
 Our labels are bright, attractive and assist in selling the goods.
 Every tin guaranteed.

James Turner & Co., Limited

Hamilton, Ontario

INDEX TO ADVERTISERS.

This index is made up on Tuesday. The insertion of the advertiser's name in this index is not part of his advertisement, nor does he pay for it, but it is placed here entirely for convenience of readers. We endeavor to have the index as complete as possible.

A	Adams, Geo. & Co. 4	Adams, J. T., & Co. 2	Allan, Robt., Co. 2	Allison Coupon Co. 68	American Computing Co. 74	Annapolis Valley Cyder Co. 22	Anderson, Powis & Co. 2	Aylmer Condensed Milk Co. 60																																	
B	Balfour, Smye & Co. 19	Balger & Co. 8, 79	Barnard, Frank H. 4	Beamsville Canning Co. 71	Beardwood Agency. 18	Benedict, F. L. 66	Binks, Chas. H., & Co. 66	Bligh, Howard & Sons. 2	Bloomfield Packing Co. 25	Blue Ribbon Tea Co. 3	Bods Gum Co. 66	Borden Condensed Milk Co. 24	Bovril, Ltd. 63	Bradstreet's. 4	Brayley & Co. 13	Brooks-Bond & Co. 11	Brown Mfg. Co. 12																								
C	Campbell's, E. Sons. ins'de back cover	Canada Maple Exchange. 56	Canada Sugar Refining Co. 22	Canadian Coconut Co. 67	Canadian Cannery. 9	Canadian Salt Co. 22	Capetan Manufacturing Co. 4	Cartman, Escott Co. 7	Carter, Grume Co. 17	Cayton Tea Ass'n. 49	Chaput, Fils & Cie. 3	Chausse & Co. 67	Chocolats Meurisse. 78	Christmas, W. C. 63	Clark, W. 71	Clawson & Co. 66	Connors Bros. 73	Constant, H. 64	Cota, Joseph. 65	Cowan Co. 11	Cox, T. & G. 74	Cunningham & Defourier. 23	Dalley, The F. F. Co., Limited. 23	Davidson & Hay. 70	Dawson Commission Co. 8	Dominion Molasses Co. 71	Dominion Fruit Exchange. 67	Dominion Wafer Co. 78	Dominion Warehousing Co. 67	Douglas, J. M., & Co. 55	Eby-Blain Limited. 55	Eckardt, H. P., & Co. 73	Edwardsburg Starch. outside front cover	Empire Tobacco Co. 66	Epps, Jas., & Co. 26	Estabrook's. 18	Evans, F. Geo. 28	Evans, F. Geo., & Sons. 76	Eze Mfg. Co. 60	Foley, F. J., & Co. 2	Fraser & Aithorpe. 2
E	Farmers Canning Co. 76	Fearman, F. W., Co. 60	Foley, F. J., & Co. 2	Fraser & Aithorpe. 2																																					
F	Gillard, W. H., & Co. 20	Gillett, E. W., Co., Ltd. outside back cover	Gorham, J. W., & Co. 2	Gray, Young & Sparling. 68	Greig, Robt., & Co. 11	Greening, Thos. B. 4																																			
G	Hillock, John & Co. 72	H-O Co. 54	Horton Cato Co. 63	Hough Litho Co. 70	Howard Bros. 75	Hudon, Hebert & Co. 12																																			
H	Imperial Extract Co. 12																																								
I	James, J., Howell. 4																																								
J	Kingery Mfg. Co. 66	Kinnear, Thos., & Co. 14	Kit Coffee Co. 23																																						
K	Lakeside Canning Co. 24	Lambe, W. G. A. 2	Laporte, Martin & Co. 69	Lea Pickling & Preserving Co. 10	Lipton, Thos. J. 21	Letia, T. A. Co. 11																																			
L	McDougall, D., & Co. 73	MacKay, John, Ltd. 66	MacLaren's Imperial Cheese Co. 2	McWilliam & Everist. 68																																					
M	Mace, A. H. 67	MacNab, T. A., & Co. 2	Magor, Frank. outside front cover	Maple Tree Producers' Association. 19	Mathewson's Sons. 4	Marshall, James. 20	Mathieu, J. L., Co. 15	Merchants Counter Check Book Co. 74	Midland Vinegar Co. 22	Millman, W. H., & Sons. 3	Minto Bros. 31	Mooney Biscuit and Candy Co. 65	Moose Jaw Fruit & Produce Co. 4	Morin, O. A. 2	Morse Bros. 78	Mott, John P., & Co. 64																									
N	Nation, E. J., & Co. 24	National Cash Register. 63	National Licorice Co. 8	Nelson, H. W., & Co. 13	Nelson, Dale & Co. 63	Niagara Canning Co. 5	Nicholson & Bain. 16	Nishimura, S. T., & Co. 12	Norton Mfg. Co. 23																																
O	Oakville Basket Co. 18	Oakey, John, & Sons. inside back cover	Old Homestead Canning Co. 6	O'Mara, Joseph. 60	Ontario Lamp & Lantern Co. 67	Orsi? 11	Oso Co. 18																																		
P	Paradis, C. A. 66	Patrick, W. G., & Co. 4	Peters, Michael. 75	Poulin, P., & Co. 62	Prout, Geo. W. 62	Purnell & Panter. 7																																			
R	Regina Fruit & Produce Co. 62	Richards & Brown. 4	Ridgways Limited. 66	Robinson, O. E., & Co. 70	Rutherford, Marshall & Co. 62	Ryan, Wm., Co. 60																																			
S	"Salada" Tea Co. 7	Sanitary Can Co. 23	Scott, David, & Co. 4	Smith, E. D. 13	Snowden, J. Walter. 2	Sonne, Thos., sr. 75	Sprague Canning Machinery Co. 4	St. Charles Condensing Co. 15	Stecher Litho. Co. 74	Stewart, I. O. ins'de back cover	Stimpson Computing Co. 75	Strang Bros. 4	Stringer, W. B., & Co. 69																												
T	Thomas, J. P. 4	Thomas Bros. 63	Tilbury Canning Co. 15	Tippet, Arthur P., & Co. 1	Toronto Salt Works. 62	Truro Condensed Milk Co., Limited. 19	Tuckett, Geo. E., & Son Co. 72	Turner, James, & Co. 27																																	
U	Upton, T. Co. inside front cover	Upton & Reed Specialty Co. 75																																							
V	Verret, Stewart Co. outside back cover																																								
W	Wagstaffe Limited. 23	Walker Bin & Store Fixture Co. 74	Walker, Hugh, & Son. 69	Warren, G. O. 3	Watson, Andrew. 22	Watson, Stuart. 4	Welcome Soap Co. 12	Wesley, J. H. outside back cover	White, Cottell & Co. 8	White & Co. 69	Whittemore Bros. 21	Wills n Archdale. 72	Windsor, J. W. 39	Wiseman-Ashley Co. 7	Wood, Thomas & Co. 80	Woodruff & Edwards. 75	Woods, Walter, & Co. 14																								
Y	Young, Thomas, Soap Co. 79	Young, W. F. 18																																							

Canada Wholesale Grocers' Exchange

Report of the Proceedings of the Annual Meeting Held in Quebec on Wednesday and Thursday, June 17 and 18—
The "Guild" is no more and Organization Rejoices in New Name—Visitors Royally Entertained
by Quebec Members of Trade—Next Meeting at Winnipeg or Victoria—Some
of the Addresses.

In quaint old Quebec, the scene of many an historic meeting between the white man and the red, where the pipe of peace has been smoked in token of good fellowship between the aborigines and the early settlers, the newly-christened Canada Wholesale Grocers' Exchange held its annual meeting on Wednesday and Thursday, June 17 and 18.

It was fitting that in this year of Quebec's jubilee, when the eyes of Canadians, Englishmen and the people of the United States are directed towards the historic spot where Wolfe and Montcalm blended their hearts' blood in a struggle for the cause of their respective sovereigns, and in their heroic deaths laid the foundation of an empire whose political, religious and commercial unification on lines of justice and equity is the marvel of the world, that the commercial interests of such a large branch of trade as the grocery field should be deliberated upon. And so the wise men of the Maritime Provinces joined hands across the continent, and with their intermediate friends in Quebec, Ontario, Manitoba, Calgary and Alberta, met in friendly discussion on matters of trade vitally interesting not only to themselves, but also to the trade generally. That these annual deliberations are bearing fruit and bettering the conditions of the grocery trade in its entirety from the manufacturer, through the jobber, retailer and consumer, those who have noticed the improved conditions during the past ten or fifteen years must admit. It is an acknowledged impossibility for men in even the same lines of trade to see eye to eye on every question affecting their interests, but it is also a true axiom that only by discussion and comparison of mutual interests can harmony and justice be secured. That the Dominion Wholesale Grocers' Guild or now the Canada Wholesale Grocers' Exchange, has by its annual deliberations and its desire to eliminate certain serious objections to trade that have been detrimental to everyone interested, the manufacturer, jobber, retailer and consumer, been doing good work and the fact that the Retail Merchants' Association of Canada is recognizing the influence of the Canada Grocers' Exchange is evidenced by their harmonious co-operation in vital trade matters, is worthy of recognition by all.

The "Guild" is No More.

The Dominion Wholesale Grocers' Guild is no more, and in its place is the Canada Wholesale Grocers' Exchange. It was a grand meeting, and most successful in every respect. The attendance was splendid, members being present from all parts of Canada, from the Atlantic to the Pacific.

As Percy Wollaston, Jr., Victoria, remarked when he was introduced to H. G. Bauld, Halifax, it was "hands across the continent."

And was there a good time? Never better. Quebecers are magnificent entertainers, and they did everything to make the stay of the visiting wholesalers as pleasant a one as possible. There was not a dull moment from the time the boat left Montreal until it arrived there on its return trip.

At the convention there were thirty-nine wholesale grocers, besides the secretaries of the Canada Wholesale Grocers' Exchange and the Nova Scotia Guild, and several manufacturers and brokers, making the entire attendance about fifty.

The contingent from Victoria, Winnipeg, Hamilton, London, Brantford, Toronto, Kingston, Joliette and Montreal, met in Montreal and went down Tuesday evening on the magnificent R. & O. steamer "Montreal," returning Thursday evening by the "Quebec." Those coming from Halifax, New Glasgow, Fredericton and St. John arrived in Quebec on Tuesday.

Quebec in the Public Eye.

Certainly Quebec is occupying a very prominent place these days. Always before has it been in the minds of the public as a city of historic interest, and a centre where one was always treated in princely fashion, but this year Quebec is discussed every day.

First and greatest of all, the ancient city will hold the wonderful tercentenary celebrations, which will draw people from all over the civilized world, over an hundred thousand. Great preparations are being made, and hundreds of thousands of dollars are being spent in this connection. Then there is the almost assured prospect that Quebec will have the honor of possessing Canada's National Park—the battlefields of the Plains of Abraham.

There is the Laval celebration also, which drew thousands to the city on the occasion of the unveiling of the monument erected in memory of that noble dignitary and historic character, Mon-signor Laval.

And last, but not by any means least, has not the city been honored with the presence of half a hundred wholesale grocers, members of the Canada Wholesale Grocers' Exchange, assembled there in annual convention?

But nobody will say that Quebec and those who reside there, do not deserve all they are receiving, however much they may envy them.

An Excellent Programme.

It was an excellent business meeting, the programme drawn up containing most interesting subjects for discussion, such as the desired new Bill of Lading; Settlement of Claims for Loss or Damage of Goods by Railways, and Methods of Handling Goods at Flag Stations. Besides there were a number of most interesting papers read, which dealt in an able manner with matters of vital

importance to the grocery trade of the country. These papers are reproduced on the following pages.

It is a toss-up where the next meeting will be. A jaunt to Western Canada is assured, for either Victoria or Winnipeg will be the honored city. Victoria was chosen, with Winnipeg as an alternative, in case it was found impossible to secure a good attendance for a convention in Victoria. Next year's gathering will be some time in June.

L. E. Geoffrion, of L. Chaput, Fils & Cie., Montreal, is the new president, succeeding that able officer, H. C. Beckett, of W. H. Gillard & Co., Hamilton.

The Opening Session.

President Beckett called the meeting to order in the Auditorium, St. John Street, on Wednesday morning at ten o'clock. L. A. Carrier, M.P., the president of the Quebec Province Guild, extended a hearty welcome to the visitors, as follows:

ADDRESS OF WELCOME.

By L. A. Carrier, M.P. for Levis County,
of A. Carrier & Fils, Levis.

Mr. President and Members of the Dominion Grocers' Guild of Canada:

As President of the Quebec Guild, I take great pleasure in tendering you today a most hearty welcome. We are happy to have you amongst us, and visiting our quaint, historic old city, when she is looking at her best, and at a season of the year when nature seems to embellish all that makes this favored spot so attractive to the eye and mind with its glorious and tender memories of the past.

Yes, gentlemen, you are now on sacred ground, you are in the city which for three centuries has made the history of this beautiful country, Canada, read as a novel, and from where modern writers of fiction are taking their heroes who have in our past history performed deeds of gallantry and valor.

A Patriotic Aside.

We are meeting to-day, gentlemen, to attend to matters pertaining to the wholesale grocery trade it is true, and in the interest of the Dominion Grocers' Guild we will have two days for discussing the various subjects contained in the excellent programme laid before us. We will discuss our private mutual interests, commercialism, and, I might add, the almighty dollar, but allow me this digression if I introduce some side issue and a little poetry to this meeting. With your permission I will read part of an article which I cut out of the London

Daily Mail of May 25th last, which will confirm my statement that you are here on sacred ground:

"The sword that raged round the feudal walls of Quebec is buried under the stately column of Wolfe and Montcalm—the heroes of Britain and France. Valor gave them a common death; history a common fame; posterity a common monument. The spirit of the Province is enshrined in this noble epitaph and in the flag—white, sewn with fleurs de lys, the emblem of the past, and with maple the emblem of the present. And beneath the Imperial crown the device, 'Je me souviens.' French-Canadians remember that old Catholic France placed them on the banks of the St. Lawrence. Therefore they speak the Norman tongue and hold the faith of France. They remember, too, that Britain gave them liberty and a share in the Empire. Therefore they are proud to live under her flag. 'Our hearts may be French, but our heads are English,' and it is the head that wins."

I have just returned from the Old Country, and it was my good fortune to attend and witness the reception in London on the 25th of May last of the President of the French Republic, M. Fallieres. I was profoundly impressed by the sincerity and earnestness of the English nation in greeting the representative of that other great nation. France now on such friendly terms with themselves, and with your permission, I will again read the editorial of another London paper, on the day of this reception and entitled, "London's Welcome":

"M. Fallieres landed yesterday under the grey skies of our broken and belated summer. The welcome that awaited him lacked nothing in warmth and spontaneity. Whether he looked to the Ministers who awaited him at Victoria or to the crowds which greeted him outside, he must have realized that the people of this country hail in him the worthy and popular head of our best friend in Europe. The entente cordiale was from the first a popular movement. The statesmen in both countries who gave it shape did but obey an impulse from the popular mind. Based broadly on such foundations, the entente has grown into a bond lighter and more spontaneous than any alliance, but not a whit less binding. No formal treaty could have created of itself the good-will and the sympathy which exists to-day between the two nations. We can conceive of no probable strain which could break this concord, and no demand on our loyalty from which we should shrink. Such friendships are possible only between peoples who enjoy like institutions, and view the world's affairs from a common standpoint. England and France have been leaders in European movement towards liberty. Their mutual

influence in literature, in politics and in science was never closer than it is to-day. In the person of M. Fallieres, kindly, dignified, and essentially modest, we honor a republic that stands in Europe for the principles of peace and democracy, which are the guiding stars of all that is best in our own strivings."

You are here, gentlemen, in French Canada, in a city where nine-tenths of the population are French-Canadians, and where the majority of the members of the Guild are also French-Canadians and these are also our sentiments, which we wish to extend to you as descendants



L. A. CARRIER, M.P.
Of A. Carrier & Fils, Levis.

of the great Anglo-Saxon race, and to state that we are earnestly striving to work with you towards making this, our country of adoption, great and prosperous, and the pride of the Imperial family.

President Beckett then replied in the following address:

The cordial welcome of the Quebec Guild to the wholesale grocers of the Dominion—the delightful hospitality of competitors in business—the good wishes that our visit may be pleasant—the hope expressed that the result of our deliberations may be profitable—the holding of our annual meeting in the most attractive and historical spot in Canada—are all factors that should have a good influence in making this meeting a record to be proud of.

Your having placed me in this honorable position a little over a year ago

made me conscious of the fact that my duty to the members of the Guild (as well as my own firm), was to do all possible to advance the interests of the grocery trade along sound, fair, honest, businesslike lines so much needed for our present and future welfare.

Suffering From Government Indifference.

In some respects a little progress has been made during the past year but unfortunately, on the whole, the trade has seriously suffered by reason of the attitude of the Ontario and Federal Governments in showing such supreme indifference to the commercial needs of our country. The merchants of Canada must surely realize sooner or later the seriousness of the situation. Dishonest business methods have been encouraged by reason of the fact that any effort the trade has made to bring about a better condition than at present exists, had been met by ignorant vicious attacks and charges of combine, conspiracy restriction of trade and so on the effect of which has been to frighten merchants and manufacturers into the belief that they have absolutely no right to safeguard their interests. A question for you to consider is how shall we proceed to bring to the attention of the government a proper realization of its duty to the mercantile interests of this country?

You have all been kept informed by pamphlet and circular letters of various matters of vital interest to the trade.

Relations With Manufacturers.

Our relations with manufacturers are cordial and gradually improving. By slow degrees the manufacturer is realizing more than ever the value of the wholesaler as the cheapest medium of distribution. The evil and dishonest results consequent upon quantity price is gradually dawning upon him, and the practice of selling a small percentage of retailers at special prices is receiving the attention of the retail trade by a refusal on their part to handle proprietary lines under such conditions.

Unfortunately our healthy progress has been marred by jobbers who refuse to join us in our efforts to raise the trade to a higher standard. They have stood aloof under the belief that we entered into agreements with each other, binding ourselves to sell goods at certain prices, when, as a matter of fact, no such efforts are even seriously discussed at our meetings. It is legally recognized that the manufacturer has the right to sell to whom he pleases, and under any conditions or restrictions as to resale he may deem expedient and necessary to impose. Such right is manifestly necessary, otherwise his business might be ruined.

The manufacturer in marketing his goods has the right to choose whatever medium of distribution may seem to him the most economical. It can be entirely through members of the Guild, or entirely through wholesalers who are not members of the Guild, or it can be direct to the retail trade, or it can be direct to the consumer. He has his

choice, and we respect his right, but the members of the Guild do not quite appreciate the situation or they would exercise their rights as individuals and decline to buy from any manufacturer who would not give them a satisfactory guarantee of good faith.

No member of the Guild objects to a manufacturer selling to five per cent. of the retail trade at wholesale prices, as long as he, the manufacturer, sells the other ninety-five per cent. of the retail trade as cheaply.

Notwithstanding misguided belief to the contrary, the Guild, if rightly understood, is a protection to both the retailer and manufacturer.

The principles of the Guild are founded on absolute fairness to manufacturer, wholesaler and retailer, and the few houses and their travelers who try to find favor with the retail merchant by boasting that they belong to no combine, that they belong to no Guild, or association, are admitting their ignorance on such matters and unwittingly insulting the intelligence of the retail merchant.

Greater Knowledge Needed.

What is needed is a greater knowledge on the part of travelers as to the advantages and necessity of trade associations. It is no credit to a man to be so far behind the changed conditions of a trade that he should brag about it. Encouragement and intelligent discussion with the retail man will make for the betterment of the retail grocery trade, and no body of men are in a better position to prove a medium for good and help to the retailer than the commercial traveler. Each province should have a strong committee to preach the gospel of business fairness to every manufacturer. Such committee should be well informed in the principles for which the Guild stands, should be strong and consistent in their attitude towards manufacturers, and should report regularly to the members the result of their interviews.

Manufacturers should be reminded that neither they nor society has any claim upon the wholesale grocer to perform the function of distributing groceries at cost or less than cost. It should be clearly pointed out to the manufacturer that price cutting on proprietary lines destroys all interest on the part of the jobber and salesman and works for the manufacturer's final destruction.

If the wholesale grocers of the Dominion have the machinery, representing as it does an investment of over \$20,000,000 of capital, and the manufacturer wants the benefit of such an enormous investment he should be prepared to pay reasonably for such valuable service. The trouble is we have not displayed the courage, patience and resolution necessary to take hold of this matter as its importance warrants. In theory we believe in the effectiveness and benefit of united action. Then why not work out this theory instead of struggling for an existence because of the apathy and indifference of those who want to plough

their lonely furrow or paddle their own canoe?

The New Bill of Lading.

With regard to the proposed new bill of lading to be based on lines of fairness to both shipper and carrier. Substantial progress is now being made. A shippers' committee has been appointed by the shipping interests to work out a bill of lading that will meet with the approval and endorsement of the Railway Board. This same committee will also bring before the Railway Board flag station difficulties and settlement of claims for loss, damage and pilferage. The work is laborious and will take some time and many meetings, but it has assumed practical shape, thanks to the businesslike methods and suggestions of the Railway Commission for Canada.

Tobacco Profits.

Considerable work has been done, and you have been kept informed by letter of the efforts put forth to secure at



H. C. BECKETT

Of W. H. Gillard & Co., Hamilton, the Retiring President.

least a margin sufficient to cover the cost of selling. With united and enthusiastic assistance there is hope that an improvement can be shown on this line, but it needs your hearty co-operation to bring it about.

Private Labels and Trade Marks.

Full particulars have been sent you as to the result of the efforts put forth to prevent unfair legislation, and our success in this respect is due to the interest taken in the matter by Guild members writing their Parliamentary representatives, and to the kindly offices of Mr. Adam Zimmerman, M.P. for Hamilton.

A Great Educational Work.

The Guild has a great educational work before it and it is important to the success of the grocery trade that members take a deeper interest than

ever in an effort to inspire greater confidence in each other.

Our troubles are largely due to the fact that a strong effort is ever present to find the weak spot in a traveler's make-up, and by suggestion and innuendo convince him that his firm is being regularly undersold by a competitor. The confidence and respect the house and the traveler have in their customer makes the situation difficult to unravel. The seed of doubt and suspicion is planted and all too readily takes root. At present the crop of suspicion is a stumbling block to our progress, a pitfall we should avoid, and a trap to catch the unwary.

Wise counsels should prevail in dealing with a matter so absolutely vital to the prosperity of the trade with which we are identified.

Experience, close study of the situation, and hours of careful thought must convince us all that the way to remedy evils which exist in business is not to throw up the sponge and acknowledge defeat in a righteous cause, but to consistently and persistently pursue a course along lines creditable to our intelligence as business men.

We are not in business for the sake of making sales at cost and less than cost, as so frequently happens on many lines we handle. The cost of doing business is apt to be lost sight of, and this matter is worthy of careful consideration. In the grocery trade we skate on very thin ice and our efforts should be to choose a safe course. The thoughtful student of our difficulties, the man who remembers the danger spot should be listened to if we wish to land without costly experiment.

Importance of Annual Meetings.

These annual meetings are of such importance and of such value to us that we should place greater value upon them, and feel it our duty to take the time necessary to bring about satisfactory results. The business of this meeting you all have before you, but in addition there are other matters in which we have a common interest, and which might also be profitably taken up.

I would suggest that in our discussions we confine ourselves as exclusively as possible to the subject in hand, and that all resolutions submitted to this meeting be properly written out, with the names of the mover and seconder appearing on the paper. This will expedite matters and avoid confusion.

Let us not be weary of well doing, for in due season we shall reap if we faint not. We only meet once a year, so make up your minds to clean up all the business in hand even if it takes a day longer. Don't begrudge the time; it is worth more to you than an absence of a week or two from the office or sample room. We will get better acquainted, think more kindly of each other, and feel better satisfied.

In conclusion I tender my sincere thanks for your kind attention, for the consideration and help you have so

kindly given to the carrying on of the good work of the Guild, and bespeak for my successor your hearty support and assistance.

It is to be hoped that wise and sensible counsels will prevail at this meeting, that discussions will be in the true spirit of friendliness, having due regard to each other's opinions.

The Suit Again Discussed.

Almost the first matter discussed after President Beckett had read his interesting opening address was the suit against the Exchange, which is still hanging fire. It was felt that the government was acting in a most unjust manner. As Mr. Hugh Blain explained, they do not seem to understand the real importance of the matter. The case was to have been tried in June, but it had been postponed until September, when it was hoped the matter would be fought out for once and for all.

President Beckett stated that in Ontario the Provincial Guild had a legislation committee, composed of influential business men interested in politics. Such a committee might be formed in connection with the Exchange. This was apropos of a suggestion made by W. G. Craig, Kingston President, Ontario Guild, that a delegation be sent to interview the Federal Government regarding the suit. L. A. Carrier, who sits in the House of Commons for Levis, advised early action in this matter and it was finally decided to appoint a legislation committee, the members of which will be: Messrs. Geoffrion, Turner, Mackenzie, Blain and Bauld, with L. A. Carrier as chairman. This committee will interview the government if they deem it necessary, and through the secretary keep the members posted. It was pointed out that each member should impress upon his local representative, the importance of bringing this matter to a termination.

Splendid Financial Standing.

A most satisfactory financial statement was read, showing the Exchange to be in a good position financially.

The New Bill of Lading.

There was an interesting discussion on the proposed new Bill of Lading. It developed that President Beckett was at the meeting of shippers in Toronto in May, when these men, representing all lines of business in Canada, took up the matter in earnest. Mr. Beckett was appointed a member of the shippers' committee, formed at that time, and this committee is working for a clean bill of lading. They are endeavoring to arrange matters so that the railway will be responsible for goods after they leave the warehouse. In any case a modified and improved bill of lading is expected to be the result of the actions of the committee.

Difficulty in Collecting Claims.

H. G. Bauld, Halifax, opened a fertile field for discussion when he brought up the matter of collecting claims for damaged goods from the railways. He stated that frequently it was found impossible to collect claims for twelve or fifteen months after they had been granted. Most everybody present had experienced similar difficulty. Mr. Bauld instanced a test case which took place

down east some years ago. It was shown that owners of ships carrying goods from Liverpool to Halifax were responsible for the safe delivery of the goods to the consignee, from the time they were delivered to the ship until they were delivered by the shipping concern at their destination.

President Beckett, replying to this instance, stated that the Bill of Lading being dealt with at present by the Railway Commission, is that of railways, as they had not the power to interfere with the Bill of Lading of a steamship company, which was regarded as more or less foreign to Canada.

Much difficulty was experienced in collecting claims because one could not be established without witnesses, and it was not always possible to bring on witnesses, owing to the smallness of the claim. The Hamilton Board of Trade had suggested that claims under \$200 be disposed of by affidavit, being tried before a Division Court judge. The Railway Commission, however, has not



PERCY WOLLASTON, Jr.
Of Wilson Bros., Victoria.

the power to make any such ruling. It is a matter for parliament.

The proper way to put the matter before the government for decisive action was for the members to give the president figures, showing how thousands of dollars were lost annually to grocery firms alone through uncollected claims. Then something would be done.

The matter of flag stations is being dealt with by the Railway Commission.

Percy Wollaston, jr., of Wilson Bros., Victoria then read one of the most interesting papers heard for a long time, entitled "The Cost of Doing Business."

THE COST OF DOING BUSINESS.

By Percy Wollaston, Jr., of Wilson Bros., Victoria, B.C.

This is a large subject, and one may well hesitate before addressing such a representative body of business men as I see before me to-day, but when it is remembered that the cost of operating is the most important question with which we have to deal; and as it is cor-

rectly computed and consistently acted up to, so is a business a success or the reverse; I think we may well spend a little time in its consideration, and I will endeavor as briefly as possible to bring to your attention some phases of the question which may possibly have escaped your notice.

A Fault in Every System.

In my experience, which has been varied, I have found many different methods of computing this cost, from the most hap-hazard way to the most elaborate system of calculation, and in all of these there is the same fault to be found, and that is, the great danger of minimizing the percentage which the carrying on of the business demands should be set aside before it is possible to talk of making a profit.

I believe I am right in saying that many houses in business, in fact, the majority, do not attempt to figure the cost of doing business until the end of the year when stock is taken; then after the balance sheet is made up and the profit calculated, just as a matter of curiosity, the relation which the cost of carrying on a business bears to the gross profits is figured out, and it is found that for that particular year the cost of doing business was 4 3/4 or 5 or 6 per cent. as the case may be; then another year is entered upon and although the percentage may look high no regular effort is made to discover why it is so high or how it may be reduced.

The item of cost of doing business is a thing which must on no account be overlooked, as if this is, sooner or later the business must go to the wall, and I cannot impress upon you too strongly the advisability of getting at this cost at least once a month, oftener would in many cases be better, as unless this is done it is impossible to keep proper check on the results in the way of profit accruing to the business from each department.

Considering the Travelers.

A great many of us are apt to send our travelers out and on occasionally looking over their sales say to them that their profits are not sufficiently large and that better prices must be obtained, a thing all very good in itself, but whilst we are doing this we are perhaps overlooking items of expense in connection with the internal economy of the business, which go to make up the cost of doing business and which are such a serious drain on the profit and loss account.

In saying this I take it for granted that the sales of each traveler, or from each section of the country, are dealt with separately, the gross profits earned by each man being computed at least monthly, and it is just here that the value of knowing, to a fraction, the cost of doing business comes in. As an illustration I will take the case of a traveler who is doing a large business for his house and who makes an application for a raise of salary. In considering this the one question that presents itself to the

house is, can we afford it? Is Mr. A. earning a sufficient profit to permit of an increase in salary? Mr. A. having the question put before him in this form at once says: "Why look at the amount of business I am doing. I am making a profit of about 9 per cent. on an average, of course you can afford it," but when the following figures are shown him, Mr. A. is not so sure that he is making quite as much money as he thought he was.

Total sales for the month	\$10 566.93	
Total cost	\$9,719.86	
Less claims for over-		
charges, etc.	31.23	
		9,751.09
Gross profit	\$ 815.84	
Salary	\$125.00	
Traveling expenses	139.95	
Cost of doing business		
4½ per cent.	475.47	
		740.42
Net profit for the month	\$75.42	
Gross profit on sales, 8.40 per cent.		

This is not an extreme case. Of course the percentage of cost is mainly influenced by the volume of business done, and it is here again that the system of regularly tabulating the results of each month's business is shown to be of such value; as should the cost of operating be 3½ per cent. on a turnover of one hundred thousand per month and the business of the firm should suddenly drop off to say seventy-five thousand dollars, the increase in the percentage of cost of doing business would be so marked that those in authority could not help noticing it and would be certain to take such measures as were possible to curtail expenses and so guard against an undue charge for running expenses.

A Western View Point.

In considering this cost of doing business you must remember that I am looking at it from a Westerner's view point, and it is possible that the items of expense which press so heavily upon those of us who are engaged in business on the Pacific Coast, are not so apparent in the East. I refer particularly to the enormous cost of having the country thoroughly patrolled by our travelers. In British Columbia, where I reside, population is sparse and towns widely distant from each other; railways are few and far between, and it is frequently necessary to drive from one town to another; in fact, there are some parts of British Columbia which are covered by our travelers through which it is necessary to drive for days at a time, the charge for a team being in many cases \$10 per day. Then the amount spent in railway fares as compared with the East is something enormous, distances are great, rates of transportation are high, and whilst a British Columbia traveler is spending twelve or fifteen hours in reaching a small town where he may perhaps succeed in securing one small order, his brother in the East has in the same time been able to make two or perhaps three towns, selling several customers in each town.

What the Term Covers.

What is the cost of doing business? To my mind this term covers all salaries, with the exception of those paid to travelers; rent, insurance, taxes, cartage. In fact, everything paid out in connection with the running of the business, with the exception of travelers' salaries, travelers' expense account and interest. I omit travelers' salaries as it is my custom to treat each traveler as a separate branch of the business, charging his salary against the profits made on the sales credited to his account, and I omit interest as I do not consider that this is a legitimate charge as part of the cost of operating. If it is found that there is not sufficient capital with which to run the business, and it becomes necessary to borrow, then this interest is what may be termed an extraordinary expenditure which must be taken account of independently of the regular charges, and should be a charge against the net profit shown after deducting running expenses. In this way it will be readily seen whether the result obtained warrants the borrowing of money or whether it would not perhaps be better to curtail operations and so avoid the necessity for seeking accommodation.

In computing the cost of doing business every item which enters into the make-up of a wholesale grocer's establishment must be taken account of, and if these items are carefully gone over and considered separately it will be surprising, to the man who is not in the habit of getting down to the details of his business, what a formidable array of charges there is to contend with and how with a little care and management some of them may be curtailed, whilst others may be done away with altogether.

Some Troublesome Items.

Just a few remarks as to some of the items which help to swell the cost of doing business:

Broken Packages—This is a fruitful source of increased cost and is a question which should receive the careful consideration of the trade. Formerly the request by a customer for less than a case lot was comparatively rare, but with the multiplication of retail establishments, and the vast increase in the number of articles of different brands which go to make up an average stock, as well as the fierceness of competition, it has now become almost the rule rather than the exception to sell less than a case, and in orders which are shipped to outside points the number of repacked cases is something astonishing. All these cases cost money and not only that, the labor and material for packing, excelsior, straw or whatever may be used, is no small item in the expense account, whereas in the vast majority of sales no provision is made in the way of an increased price for a less than case lot.

Advertising—It is so easy to give a page advertisement to a trade paper for a special edition, or go into some new idea in advertising, which from the solicitor's description looks most attrac-

tive, but does it pay a house which keeps its territory thoroughly covered by high-class and expensive salesmen to say to its customers through the medium of a paper just what their travelers are telling them from day to day by word of mouth.

Travelers' Expense Account—Here is another place where the cost of operating is often unduly increased, and it is an item which calls for serious thought and for vigorous action, both on the part of the merchant and the travelers.

The present condition of things, and here I would again remind you I am speaking from a Westerner's point of view, not knowing anything of conditions as they are in the East, seems to be a survival of the early pioneer habits when it was the custom to treat on every occasion no matter how trivial, and business of any kind was begun and ended with an invitation to "have something."

The custom of treating I am glad to say is rapidly dying out, but the tendency of the traveler to think that it is incumbent on him to spend something on his customer, and, so to speak, buy his trade, dies hard. How frequently do we find orders coming in with "a box of candy for Mrs. Brown; no charge," or "put in a box of cigars for Mr. Robinson, the buyer," small items in themselves, but when added up at the end of the year, a serious item in the expense account.

The Subscription Nuisance.

The subscription list is another thing which is a heavy drain on the wholesale grocer's expense account, the call for subscriptions to celebrations of one kind and another, agricultural fairs, grocers' picnics and what not being ever present. These are all very good and worthy objects in themselves, but has it never occurred to you that the custom of obtaining subscriptions from the wholesale trade for things of this nature is being rather overdone? Should not these fairs, celebrations, etc., be made more of a civic or provincial nature than is the case at present? The entertainment is for the good of the people at large, and it is not fair to saddle the business man with an overdue proportion of the expense involved. In considering this matter of subscription lists I say nothing whatever about donations to charitable objects, subscriptions to these being regarded by me in the light of a gift of a part of the profits which a man has already made, not as a charge against that which he is engaged in making, or hopes to make in future.

Room for Supervision.

In the matter of allowance for overcharges, goods short delivered, damage in transit, etc., there is ample room for the strictest possible supervision, as there is no doubt that if this department be not well kept in hand unscrupulous customers will take advantage of the situation and many items will be paid for by the wholesaler which really should be borne by the buyer.

In dealing with this subject you will note that I have carefully avoided any

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reference to the rate of gross profit which it is necessary for the house to earn in order to have something left over after paying its way, as I am engaged in considering only the expense of obtaining that profit.

Kenneth Mackenzie and Hugh Blain moved and seconded that Mr. Wollaston's paper be printed and distributed among travelers, as well as published in the minutes. There was an interesting half-hour's discussion of the paper participated in by Hugh Blain, Wm. Logan, Thos. Kinnear, H. G. Bauld, Albert Hebert, H. C. Beckett, W. C. Cross, L. A. Carrier, K. Mackenzie and Fred. T. Smye.

There was some discussion on the progress which has been made by the National Wholesale Grocers' Association of the United States, in securing increased cash discounts from manufacturers, and the possibility of Canadian wholesalers proceeding along similar lines.

The meeting then adjourned for lunch.

The Afternoon Session.

W. C. Cross of Hall & Fairweather, St. John, opened the afternoon session by reading a splendid paper on "The Credit Man and His Work."

THE CREDIT MAN AND HIS WORK.

(By W. C. Cross, of Hall & Fairweather, Ltd., St. John, N.B.)

Credit has been defined as the name given to that business operation by which the delivery of money, merchandise or other consideration is made on the promise of future payment. Credit is based on confidence, confidence in a man's resources and in his ability to pay, in his character and integrity; confidence in the stability of the locality in which he conducts his business, in the country itself; confidence in the strength of its Government and the soundness of its finances. Tangible assets are the chief basis for the extension of credits, but the foundation stone on which the system of credit is built is character—thus a man having the elements most essential for success—honesty, ability, good habits, industry, economy and care in the conduct of his business, even though he be financially weak, is more worthy of credit than he who having large resources is of doubtful honesty; in fact, in the great majority of cases if the credit man is absolutely sure of his customers' honesty and integrity many other considerations may safely be eliminated, at the same time the importance of a certain amount of capital in any business venture must not be underestimated.

Facts Regarding Failures.

The prodigality with which credit has been granted in the past to irresponsible persons who have had absolutely nothing to lose in case of failure is as serious a reflection on the foresight of the mercantile houses of the country who granted the credit as on the lack of honor on the part of the bankrupts whose very inefficiency was enhanced because they knew from the start there was nothing for them to lose in their business venture. The careless and in-

discriminate manner that has characterized the granting of credit in the past is borne out by the following facts and figures, which I have been able to procure and tabulate by means of data furnished through the courtesy of the Bradstreet Company.

In the Dominion of Canada, Newfoundland, St. Pierre and Miquelon for the year 1907 there were reported 1,365 commercial failures, with liabilities \$11,735,272. and assets \$5,276,698, showing a nominal shrinkage of \$6,458,574. It is true that conditions prevailing last year were very adverse owing to the financial crisis through which we passed, but the above figures are only slightly in excess of the average. For four years from 1904 to 1907 inclusive, the average failures per annum in Canada amounted to 1,302. The average liabilities were \$11,271,094, and assets \$5,075,846, showing a nominal shrinkage of \$6,195,248. The figures quoted do not include failures of professional men, farmers, stock brokers and real estate

the liabilities. Specific conditions, the third cause in order—one, however, beyond control of the individual, accounted for 9.7 per cent. of the number, and 7.7 per cent. of the liabilities—this cause is closely followed by fraud, through which 8.2 per cent. have failed since 1904 with 6.8 per cent. of liabilities chargeable to this same fault.

The Casual Percentage.

The causes assigned to the failures in Canada during 1904, 1905, 1906 and 1907 show the following average percentage, both as to number and to liability:

A.	No.	L.I.A.
1. Lack of capital ...	55.2	53.3
2. Incompetence ...	15.9	18.2
3. Fraud ...	8.2	6.8
4. Inexperience ...	3.4	5.1
5. Neglect ...	3.8	2.8
6. Speculation ...	.8	2.1
7. Unwise credits ...	.8	1.
8. Extravagance ...	.7	.4
B.		
1. Specific conditions	9.7	7.7
2. Failure of others	1.	2.4
3. Competition ...	.5	.2
	100.	100.

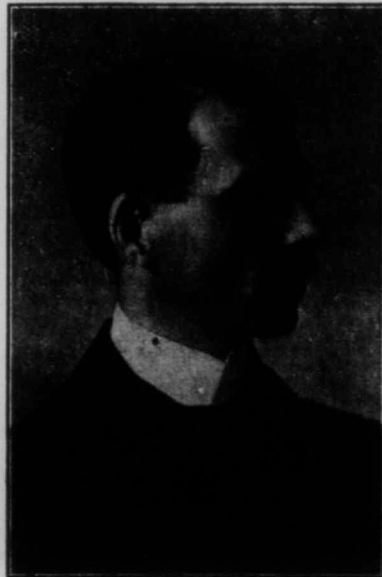
Must Exercise More Care.

A mere casual perusal of the facts just presented reveals the necessity for more care than has apparently been exercised heretofore in granting credit—that the average loss in the Dominion through failures among mercantile and financial houses is over six million dollars annually demands a prompt and effective line of action to prevent, if possible, the squandering of so large a sum of money and the key to the situation is largely in the hands of the men who have the granting of credit at their disposal. It is true that certain chances must be taken, but it is equally true that when 55.3 per cent. of the failures in Canada result from lack of capital, and 53.3 per cent. of the cash lost through these failures is a result of the same cause, that sufficient care in the past has not been exercised in granting credit to persons with practically no financial responsibility. It is evident that too strong a desire for expansion has induced manufacturers and merchants to take long chances which have resulted in subsequent annoyance and loss.

The credit man's ideal is to fill a maximum number of orders with a minimum percentage of loss; volume of sales comes through taking chances, as does losses, and he is fortunate indeed who knows where to draw the line so as to prevent his accounts from getting beyond the point of safety.

The Ideal Credit Man.

The ideal credit man should possess a variety of accomplishments. He should be a good scholar, an apt correspondent, a fair lawyer, a practiced accountant, a good collector, a man of sound judgment, quick to decide and possessing strong intuitive faculties. He should be a man of unremitting persistence, yet not unable to show sympathy under certain conditions. He must be tactful and polite, a man of civility gaining the friendship and confidence of his customers; in short, he should seek to create the impression with each customer with whom he has to deal that his friendship



WM. C. CROSS.
Of Hall & Fairweather, St. John.

dealers, but are confined to mercantile houses, banks and other strictly financial institutions. This enormous loss to the business men of the country is due to certain causes which may be grouped as follows:

A.—DUE TO FAULTS OF THOSE FAILING.

1. Lack of capital.
2. Incompetence.
3. Fraudulence.
4. Inexperience.
5. Neglect of business.
6. Speculation.
7. Unwise granting of credits.
8. Personal extravagance.

B.—NOT DUE TO FAULTS OF THOSE FAILING.

1. Specific conditions, (disaster, etc.)
2. Failure of others.
3. Competition.

In Canada during the past four years lack of capital and incompetence, both faults of those failing in business, were responsible for 71.1 per cent. of the number of failures, and 71.5 per cent. of

and advice will produce a condition of things resulting in mutual benefit.

Debtor and creditor are dependent on each other more than either may very often realize and a hearty and frank co-operation is of great assistance in aiding both to success. Every business man takes a certain amount of pride and justly so, in the success of his customers, to help them while helping himself should be his aim. No better advertisement is possible than the knowledge that one's success has contributed to the success of one's customers.

The credit man's work should be constructive, not destructive. He ought always to maintain the appearance of a calm and equable temperament; for a credit man to become excited would be as incongruous as for a judge on the bench to display passion or temper.

Fair treatment, wisely and cheerfully administered, will create a loyalty on the part of the customers and build up a business; even when necessary to turn a man down it can be done in a tactful way that will arouse no spirit of antagonism.

A Reasonable Credit Policy.

The great majority to whom we sell have for their principal capital only experience and energy and more or less ability. Their success is contingent upon times and circumstances which they cannot altogether control and with this class the credit man's work should prove most efficient; a wisely administered policy sufficiently liberal in its credit-making will result in the healthy growth and the popularity of a house. To be popular is next to being successful—in fact, the most successful houses are the most popular in very many cases. But a liberal policy in credits need not be an easy-going policy; credit should be given readily, but with due discrimination. Once, however, an account matures, prompt settlement should be expected and effected. To collect a bill that is past due without giving any offence and to retain the good-will of the delinquent is a problem every credit man is called upon to solve. The man whose feelings have been hurt through some injudicious letter or remark may possibly come back, but in the majority of cases the account is lost and the antagonism that follows may have a far more lasting effect than might be thought possible. A man who feels that he has been treated unjustly in many cases will go out of his way to get square and put all the obstacles he can in the path of the firm who has shown so little tact as to incur his ill will.

When the debtor asks a favor such as the renewal of a note or the extension of time on a bill of goods it becomes his duty to satisfy his creditor on the score of his responsibility and solvency.

If he breaks faith it may cause action that would precipitate his ruin. A heart-to-heart talk may help both debtor and creditor in solving the difficulty and in planning for the future successful issue of their business relations.

How to Treat Slow Pays.

If due care in granting credit is exercised the bills that have not matured will give the credit man little concern and involve no loss of sleep. It is the past due accounts that make heavy demands on his nervous system. Past due accounts include the careless, the chronically-slow, the temporarily-hard-up and

the insolvent debtors, and in dealing with these the credit man's tact and good judgment find scope for almost unlimited development. Because an account is not paid promptly when due does not signify that the debtor is no longer to be trusted, carelessness is very aggravating, but the fault is not incurable by any means. The slow-paying customer is practically in the same class as the careless one, yet both may become a source of income to any house if carefully watched and followed up by the credit man. Harsh treatment is the worst possible thing to give a customer who through various causes may have become hard-up. A special study of his case may reveal extenuating circumstances and call forth a little forbearance and leniency which may prevent a crash and develop a satisfactory and loyal account, and a kindness of this sort is not always forgotten.

In all failures except fraudulent ones it always happens that payments are made long after the debtor's insolvency, who, being ignorant of his real condition, continues to satisfy his claimants as long as he can, with the hope that he may pull through. The vigilance of the credit man who learns of such a case will enable him to reduce his claim to a minimum before suspension of payment takes place. Probably the most annoying problem the credit man has to face at the present time is the despicable habit of so many retail dealers in returning drafts with no word of explanation or some flimsy reason that bears the lie on its face. The time has come for some concerted action to abolish this evil and his name will be handed down to posterity as a public benefactor who can effect its cure.

A Black List Necessary.

He who habitually neglects to pay any attention to a draft or who allows acceptances and notes to be dishonored without any request for renewal or extension or other arrangement ought to be put on a black list and kept there until he sees the error of his ways and gives good evidence of his intention to provide for his bills at maturity. When money is due it belongs to the house and not to the customer and any extension of time should be held by the patron as well as by the house, to be a special dispensation granted as a favor and not by obligation.

To sum up—the credit man is a necessity because of competition and over-anxiety to sell goods on the part of the creditor and lack of capital, incompetence, fraud and other faults we have noted on the part of the debtor. His qualifications, briefly stated, are a knowledge of commercial law, vigilance, promptness, good judgment, common sense and tact. His work is to get every dollar due his house by holding all good customers firmly in line, by coaxing and prodding the laggards to step with the prompt ones and by keeping the worthless ones out of the ranks altogether.

This paper gave rise to a great deal of talk on terms, drafts and other matters treated of in the address. L. E. Geoffrion thought that if short terms were adopted there would be no use for the services of the credit man. W. G. Craig was impressed with the importance of the returned draft question with which every jobber had to contend. One

can often sympathize with the man who returns a draft, knowing he may be hard up at times, or in peculiar circumstances, but it does not do for the retailer to return drafts time after time, with no explanation, as is often the case.

Messrs. Blain, Mackenzie, Carrier, Smye, Hebert, Logan and Humphreys also discussed the question raised in the address. It was decided that this paper also should be printed and distributed.

This did not settle the subject, however, for there was much more discussion. It was stated that many people went into business with little or no capital, to the detriment of those retailers who had capital and experience, to the injury of the latter class, for, not knowing anything about the business, and having no money, they almost invariably made a mess of things.

Fred Smye suggested the establishment of a clearing house, such as there is at present in Winnipeg. This was of great assistance. Mr. Wollaston said there had been one in British Columbia a few years ago, but it was not successful.

In the matter of returned drafts it was thought that the banks were responsible in many instances.

Great interest was displayed in the discussion on terms. It was shown that in Quebec terms were uniform, and everybody was quite satisfied, but in the other provinces conditions were not quite so good.

J. A. Beaudry, treasurer of the Retail Merchants Association read a pleasing paper on "The Relations Between the Manufacturer, Wholesaler, Retailer and Consumer," which was listened to with attention.

PAPER BY J. A. BEAUDRY.

The Relations Between the Manufacturer, Wholesaler, Retailer and Consumer.

By appearing before you I fully realize the difficulty of my mission, and I hope that the remarks that I have to make will be received in good part, as, in no way, I wish to make any personal insinuation or statement. I wish to deal with this subject from the broadest possible standpoint, having only in view the improvement of our conditions and the comfort and welfare of the public at large.

You have met with the object of uplifting the standard of morality as applied to the distribution of goods, and I sincerely congratulate you upon it. Through the want of proper trade legislation, the lack of practical organization on the part of business men, the deficiency of commercial relations between the manufacturer, the wholesaler and the retailer, trade conditions have drifted into a chaos, so that it is nearly impossible for any man to offer suggestions that would relieve the situation. Various arguments can be offered either in favor of or against the present system, according to individual, selfish standpoint. The public, the consumer, is interested in one thing only, and that is

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to buy his requirements at the lowest possible cost. He does not in any way realize or appreciate the services which are rendered to him by the manufacturer, the wholesaler and the retailer. Generally, he views with dissatisfaction, and sometimes with suspicion, the different trade organizations. His impression seems to be that such bodies are being formed only with selfish motives, and with the object of increasing the prices of his requirements. We must admit that nothing has yet been done to change his opinion on the matter. The manufacturer and the wholesaler, not being in contact with the consumer, make it practically impossible for the former to educate the latter on this point, and, unfortunately, the retailer, who could discharge this duty, is at first inclined to share the opinion of the public, as his education on this point has also been somewhat neglected. Through the only information available to the public, it seems at first that the manufacturers are being organized with the object of protecting themselves from the wholesaler, to prevent him from intruding into the manufacturing business, and also to get that troublesome child—the tariff; that the wholesalers are being organized to protect themselves from the manufacturer, and to prevent the retailer from getting his supply direct from the manufacturer; that the retailers are being organized with the only object of preventing the wholesaler from intruding into his domain by selling directly to the consumer. Such are generally the contentions of the consumer—and has there been any practical attempt made to change that opinion? If not, are we not by that fact accepting that opinion as being accurate? Further, if we realize the difficulties that have beset the grocery trade, either wholesale or retail, should we not question and try to ascertain if every one engaged in it is doing his duty and all his duty? Are the members individually strictly following the decisions of the association, and is there not the source of a great many difficulties? This point will be taken up later.

The Mission of the Classes.

The public has a general notion that there should be in existence a manufacturer, a wholesaler and a retailer, but very few realize their mission or their usefulness.

Man's tastes and needs have evolved and kept pace with the march of civilization. Science under its various forms, invention and new industries following, made the conditions such that vegetation and material in its natural form were no more sufficient for the requirements of man. Then was organized the process of manufacturing, which has developed to its present excellence. No one ever denied the usefulness or the actual necessity of the manufacturer; no one ever denied the impossibility or impracticability of every individual manufacturing for his personal use. On the contrary, the faculty of man is so arranged that to become an expert, he has to con-

centrate all his brain and energy upon one subject and make a specialty of it. Therefore if he enters the manufacturing field, he must do nothing else and endeavor to manufacture one article for as many people as he can reach. Then the problem of distribution was originated. Was it practical and economical for the manufacturer to sell directly to the consumer who needs daily but a very small supply? Certainly not. Was it practical and economical for a manufacturer to sell his goods directly to the retail dealer, which means thousands of small distributions every day? Certainly not. But the system of selling to the wholesaler who buys large quantities from different manufacturers, saving on transportation and handling, and who assort these different kinds and qualities of goods and reship them so assorted in quantities required by the retailer is of great service. The same argument will apply in the case of the retailer. The retail stores are the public warehouses placed in locations most conveniently situated for the benefit of the public. The retail stores are conducted mostly by men who have lived for years in the one locality and who have devoted their life to their business, and whose knowledge is the only safeguard of the public. Their profits are small, as is evidenced by the fact that very few ever retired except with the aid of the bailiff or by death. The wholesaler and the retailer are surely not remunerated according to the value of the services which they render to the consumers, therefore, I claim that the present system—the manufacturer, the wholesaler and the retailer—is the natural channel of trade. I claim that this system has never been established for the benefit of any one class or individual or with any selfish motive, but that it is the natural result of practical experience in commercial economy.

Some Grievances.

Having established the laws which govern the present system of distribution I will endeavor to show the cause of grievances that the manufacturers, wholesalers and retailers have to contend with.

If the manufacturer, the wholesaler and the retailer would make it a point to remain each in his field of operations, as prescribed by the natural laws of trade and commerce, they would all reap the reward attached to their obedience to that law, and each would conduct his business with satisfaction and gratification, but as the opposite is in harmony with the facts which are taking place daily, we execute upon ourselves the punishment attached to our disobedience, and we have to contend with all the difficulties and grievances of which we are complaining.

It is a recognized fact that the manufacturer is not always in a position to know the services which are being rendered to him by the wholesaler. While he may be very competent in his business, he may not be well posted on the cost of distribution and the value of the

work which is being done for him by the wholesaler.

On the other hand, we also see the wholesaler intruding into the domain of the retailer by trying to secure the accounts of all consumers of any importance. This action forces the retailer to retaliate under the form of trying to obtain his supply from the source of production so as to be in a position to meet the unfair competition of the wholesaler, and while this performance is going on, the consumer is laid under the impression that he has been taken advantage of, and is trying to devise some new systems by which the middleman may be eliminated. And this fact is evidenced by the efforts which have been put forward in favor of the Co-operative Bill which is now before the Senate.

A Remedy Suggested.

Now that the relations between the manufacturer, the wholesaler, the retailer and the consumer have not been carried on according to the natural laws of trade and commerce that each party is suffering from the course of action adopted by the other parties interested, we are every day inflicting upon ourselves the punishment attached to disobedience of that commercial law. The question is, "What can we do to overcome the present difficulties." The only remedy I can offer to the present situation is, "Let us determine each one our field of operation; let us concentrate our efforts and endeavors to wipe out of the statute books of the land the classes which brand our concerted actions in trade as criminal offence; let our different organizations produce their best results in spreading business education amongst the public, amongst our members, and principally amongst our politicians; let us give the best there is in us to promulgate and perpetuate the principles of loyalty; let us urge our members to be loyal to their organization and support it morally and financially."

W. H. Seyler, business manager of The Canadian Grocer, addressed the meeting on the good work being done by that paper for the trade in general.

D. Marshall, M.P., who happened to be present also said a few words. This concluded the business for the first day.

The Second Day's Programme.

Business was rapidly being cleared up. The matter of giving Christmas boxes was mentioned, but this is a question which is left to each province to deal with. Since the dropping of the custom, however, there has been great satisfaction on the whole, on the part of both the wholesaler and the retailer.

It was decided to print the minutes of the meeting on similar paper and same form to that used by the Ontario Guild.

President Beckett read an appropriate address on "The Importance and Value of Trade Associations and Their Relations with the Government," which is reproduced herewith:

VALUE OF TRADE ASSOCIATIONS.

By H. C. Beckett, Retiring President, of
W. H. Gillard & Co., Hamilton.

In submitting for your consideration and discussion a subject of vital interest, viz., "The importance and value of trade associations and their relations with the Government," it is with the firm conviction and a feeling of confidence that the time is coming when the difficulties under which the trade and commerce of this country have labored in the past, will be largely minimized by progressive, intelligent measures so much needed in view of the changed conditions of trade.

In dealing with a matter so important might we not profitably consider the reasons for our many difficulties?

Briefly then, trade associations, their value and importance as a factor in promoting and bettering trade conditions have not been thoroughly understood or appreciated by the average merchant, the press, the public generally, and particularly by our Federal and Provincial Governments.

Associations Not Understood.

Trade associations have been misrepresented, have been regarded with suspicion, have been looked upon as combinations pure and simple. It has not been fully realized, and is not yet fully realized, that trade associations are absolutely necessary to promote healthy and honorable trade conditions. Without them how can we successfully wrestle with the complex problems that confront every business man and every business community? If there are evils in business, united effort is the only practical remedy. Individual effort is barely noticed. Organized effort means power and will be noticed sooner or later.

When a great many concerns or units are engaged in the manufacture and sale of goods of similar character, order, system, and recognized business customs are necessary to prevent confusion and disaster. The reasonable, sensible, businesslike and only practical way to deal with all problems that confront and endanger any line of trade is through an association.

The Keynote of Progress.

The keynote of progress is clearly and unmistakably organization and unity of effort, and the things so far accomplished by trade associations, in spite of hasty and narrow-gauged opposition, are too pronounced to be doubted.

Take our own business, to those who will study the grocery trade on broad lines, and remember what has been accomplished in the past. You must admit that it would be fatal to halt in the march of advance. No matter how imperfect we appear in each other's eyes it must be clear to you that the work should progress until we reach that state when retailer, wholesaler and manufacturer will realize the benefits of co-operation on lines of mutual fair dealing. It should not be assumed that these three interests are antagonistic, but it should be our constant effort to work out lines along which the three classes can harmonize.

If education is necessary for the young, is it not equally necessary in business? Have we not dishonesty to contend with in business? Should dis-

honest travelers and dishonest merchants be permitted to pursue their nefarious and demoralizing methods unchecked and unhindered? What will the next generation of business men be like? Things have come to a pretty pass when honest men, and men with honest inclinations, are to be discouraged in any efforts they may make to put the merchandizing and manufacturing of goods on a higher scale than has existed recently.

That progress in association work has been slow is largely due to blind self interest, prejudice, suspicion and jealousy of a competitor. It has perhaps not occurred to all that a remedy for the evils which exist in business should, and must, sooner or later, be exercised in accordance with honest, sound principles, and under Government regulation.

Some Peculiar Ideas.

Sometimes we find people in business with peculiar ideas. They imagine they can continue selling goods that cost them 107 for 105, and still pay their creditors. Such people are a menace to the trade, as they are damaging to the manufacturers, and their license to do harm is not in the interests of healthy trade conditions. To such we should turn our attention and be able by reasonable methods to prevent the spread of this disease.

To anyone familiar with present day conditions it seems incomprehensible that there are men in business who belittle and underestimate the value and importance of trade associations. But there are such people, and to them can, in a great measure, be attributed present day evils. They are mean enough to take advantage of what others have done for their benefit, but, either through fear or meanness of heart, will take no part in the work themselves.

There must be some recognized, legally-sanctioned security in business to prevent serious conditions with respect to the investment of capital. Failure in legitimate business is not desirable, and any effort to bring about a better condition than at present exists among merchants and manufacturers should be encouraged and intelligently investigated.

The Government's Antagonistic Attitude.

Now what has been the attitude of both our Federal and Provincial Governments in respect to trade associations? In a word—antagonistic. And why this antagonism? A prominent Canadian banker quite recently gave a reason which I am firmly convinced is true, viz., an irresponsible press. If a country is honeycombed with agitators who are opposed to capital and to corporations or associations generally, why do politicians and cabinet ministers listen to and heed the false and erroneous statements which so frequently appear in an irresponsible press and stand ready to shape their course by what they foolishly imagine to be a popular cry? The answer is easy—it is a question of votes. Thousands of dollars are spent annually to maintain a labor bureau, to catch the labor vote, and it is to the credit of the labor unions that they have succeeded in impressing the Governments with their numerical importance, even if they are in the minority. Will the long-suffering merchants

and manufacturers of the Dominion have to show their power at the ballot to get a proper recognition at the hands of indifferent cabinet ministers?

It is deplorable that more thought and attention is not given by those who are placed in authority, to find out the actual commercial needs of our country. Those who would give careful attention would see signs of the times which ought to be heeded. That evolution is in progress in the conditions of trade cannot be denied by any thoughtful and intelligent representatives of the people. The wonder is that the necessity for safeguarding the commercial interests of Canada is treated so lightly and indifferently, and that practically the only attention given to trade associations is to regard them as a menace to the commercial prosperity of our country, rather than a medium for good and all that stands for honor in business.

Should Look to Business Men.

It is to business men as a whole, those who are engaged in the great service of carrying on the operations of trade throughout the length of this great Dominion, that a government should look for opinion and advice to bear upon legislation affecting business interests which are interlaced with the interests of all. Let the voice of business men be heard and a wise government will adopt progressive measures.

Agitation is an aid to redress and the more the importance of trade associations is discussed, the more thought will be applied to them, the more attention will be given to them, so that ultimately trade opinion will evolve a plan that will minimize, if it does not completely cure, the unsatisfactory conditions which at present prevail.

Should Protect Legitimate Business.

In the interests of good government there should reside somewhere the power to protect the legitimate merchants and manufacturers of the country against waste and wrong. Such power should reside with the government if trade associations cannot be trusted to stop at the proper limit. Personal interest may not yet have acquired the necessary intelligence and sensitiveness to stop at the point where it begins to invade people's rights, and as good government should protect the people's rights, trade associations should be recognized. Although suggestions were made to the Ottawa authorities months ago, and promises made that enquiry would be instituted with a view to progressive measures, nothing has been done. It has already been suggested that the trade and commerce department should wake up and enquire into the commercial needs of our country; it has been suggested that a Bureau of Internal Trade and Commerce be established with power to pass upon agreements between merchants and manufacturers, and to perform such other work as would safeguard the interests of the people. Our neighbors across the line have received the promise of their president that something must be done to prevent the senseless and vindictive

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attacks upon necessary business methods. Why should the trade of our fair country be persecuted and intimidated? Is there any sensible reason that can be given for it? The importance of the matter requires immediate attention. Promises so long delayed look like insincerity. It is not a position to inspire confidence. Can merchants and manufacturers expect anything for the future? Let us hope so.

It should be the law of the land that no legislation be enacted, affecting the trade of the country, without first getting the opinion of trade associations through such associations' accredited representatives. No man with a fad should be allowed to quietly get the ear of parliament and then railroad through some legislation hurtful to the interests of sound business, as has been done in the past. The things our legislature do to hurt business frequently indicate a complete lack of knowledge and grasp of the subject dealt with. What may have taken years to build up is destroyed in a night. At present there is no government method to safeguard the business man, and it is necessary and desirable that there should be.

Suggestions Regarding Methods.

In the first place, a complete and accurate record of the names and the officers of every trade association should be on file with the Department of Trade and Commerce. This record would be of benefit in enabling the governments to get in touch with the trade of this country. The trade should be consulted. The governments should get at what would be best for the general good, based on sound business. They should consult business associations, not individuals, on questions concerning the business welfare of this country. No bill should be allowed to pass its second reading without first sending a copy of it to the accredited representatives of every trade association in Canada. Under the present system no provision is made to keep the trade informed of what is going on. It is only after it is too late that the trade discovers some new regulation seriously damaging business without being of any benefit to the consumer. Thousands of dollars are spent annually in huge deputations to Ottawa protesting against unfair legislation. The business men of this country are put to enormous expense when this might be avoided if reasonable and businesslike methods and regulations were adopted.

I would suggest that steps be taken by this Guild to bring the attention of parliament to the present unsatisfactory and out-of-date methods with a view to the adoption of progressive measures so much needed under the changed business conditions.

The prejudice against associations must gradually but surely disappear. We must join in a cry for higher standards of ethics in the conduct of business. The change will not only be beneficial to the business men of to-day, but

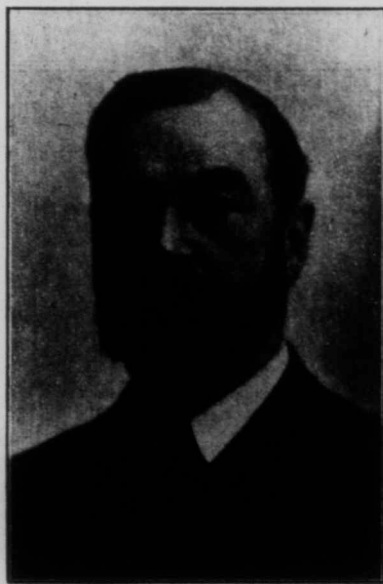
will have a good and necessary influence on the thought and conduct of the young generation soon to share the commercial future of our nation.

A Change of Name.

An important move was made when it was suggested that the name of the association be changed. Many names were suggested, and finally it was moved by Percy Wollaston seconded by Robert Murray, New Glasgow, that the body in future be known as the Canada Wholesale Grocers' Exchange.

Albert Hebert suggested similar changes be made in the name of the local guilds, but this is a matter for them to decide individually.

The nominating committee, which was appointed the previous afternoon, and which consisted of Chairman Sloan and Messrs. Cross, Carrier and Beckett, now



JOS. WINFIELD.
Hon. Sec. Quebec City Guild.

announced the result of their meeting held the evening before.

The Newly-Elected Officers.

The new officers, all elected by acclamation, are: President, L. E. Geoffrion, Montreal; vice-presidents, for Quebec, L. A. Carrier, M.P. for Ontario; Hugh Blain, Toronto; for Manitoba, Kenneth Mackenzie, Winnipeg; for Alberta, E. H. Telfer, Calgary; for British Columbia, Percy Wollaston, Victoria; for Nova Scotia, H. G. Bauld, Halifax; for New Brunswick, W. C. Cross, St. John; for Prince Edward Island, W. H. Atkin Charlottetown.

When it came to deciding upon the place where the annual meeting would be held next year Percy Wollaston was up like a shot proposing Victoria. He was seconded by Mr. Mackenzie, who later was anxious that the decision should be in favor of Winnipeg. There was much discussion, and several centres were mentioned, but the choice finally fell to Victoria, with Winnipeg as an alternative.

Just before the adjournment of the meeting President Geoffrion stated that by a regrettable oversight Colonel MacLean, publisher and proprietor of The Canadian Grocer, had not been invited to attend the meeting. He suggested that a resolution be passed expressing their regret that such an oversight had occurred, since the gentleman in question had always been one of the warmest friends of the grocery trade and its interests. This was done.

This concluded the business proceedings.

Luncheon at Kent House.

The members were promptly escorted to a special car and conveyed to Montmorency Falls, seven miles away, where they were entertained at luncheon by the members of the Quebec City Guild.

President Carrier of the local guild, presided, with Madame Carrier in the vice-chair.

Afterwards the visitors were shown around the beautiful grounds, around historic Kent House and a few pleasant hours were passed, after which they returned to the city.

The Delegates Present.

The various towns and cities of Canada were represented as follows:

Victoria—Percy Wollaston, Wilson Bros.

Winnipeg—Kenneth Mackenzie.

London—A. McPherson, Elliott, Marr & Co.

Brantford—A. G. Olive and O. E. Truesdale, Geo. Foster & Sons, Ltd.

Hamilton—H. C. Beckett, W. H. Gillard & Co.; Fred T. Smye, Balfour, Smye & Co.; Samuel Vila, James Turner & Co.; Jas. Gow, Macpherson, Glassco & Co.; Hugh D. Marshall, M.P., R. L. Innes, of the Canadian Cannery.

Toronto—Hugh Blain, Eby-Blain Ltd.; Thos. Kinnear; F. W. Humphrey; Jno. Sloan, Jno. Sloan & Co.; Wm Logar, Davidson & Hay, Ltd.; W. H. Seyler, business manager Canadian Grocer.

Montreal—Albert Hebert, Hudon, Hebert & Co., Ltd.; L. E. Geoffrion, L. Chaput, Fils & Cie.; Jos. Ethier, Laporte, Martin & Cie., Limited; Arthur Desroches, Lalonde and Desroches; A. Robitaille, Jr., A. Robitaille & Co.; J. Stanley Cook, secretary Canada Wholesale Grocers' Exchange; J. A. Beaudry, treasurer Retail Merchants' Association; A. P. Murray, sales manager Edwardsburg Starch Co.; J. J. Gallagher, Montreal editor Canadian Grocer.

Kingston—W. G. Craig, president Ontario Wholesale Grocers' Guild; R. J. Carson; M. S. Sutherland, Fenwick, Hendry & Co.

Joliette—W. Pouliot, Chevalier, Pouliot & Cie.

Quebec—Arch. Miller, Whitehead & Turner; Chas. Pettigrew, N. Rioux & Cie.; J. S. Royer, J. B. Renaud & Cie.; C. A. Langlois, Langlois & Paradis; Jos. Picard, Drouin Freres & Cie.; Phil. J. Bazin, Naz. Turcotte & Cie.; J. B. E. Letellier, Hon. Richard Turner, Whitehead & Turner; Jos. Winfield, Hon. Secty. Quebec City Guild.

St. John, N.B.—W. C. Cross, Hall & Fairweather; A. P. Patterson, Baird & Peters; Andrew Malcolm

Levis—L. A. Carrier, M.P., A. Carrier & Fils,

THE CANADIAN GROCER

Fredericton—R. F. Randolph, A. F. Randolph & Sons.

New Glasgow—Robert Murray, R. McGregor & Sons.

Halifax—S. O. Hogg, A. W. Smith & Co.; H. G. Bauld, Bauld Bros., Ltd.; Arthur C. Pyke, secretary N. S. Guild.

HEARD ON 'CHANGE.

Members of the Exchange found it frequently necessary to descend to the basement of the Chateau to get their shoes shined.

Those Quebec wholesalers are princely entertainers.

It was a great idea to have the ladies present at the luncheon. As President Carrier of the Quebec City Exchange remarked, "They will keep us in the straight and narrow path."

A dollar apiece was easy money on the boat going down. Only three got caught; but Harry Beckett was one of them. To the rest that was worth five dollars

The sugar plantations of the south were well represented going down.

Puzzle: What was the dark object in the smoking room on the "Montreal"? Do not all answer at once.

H. G. Bauld, the man from Halifax, was responsible for the luncheon table being stripped of its pretty floral decorations. He wanted a boutonniere—and got it, but so did everybody else.

A. P. Murray: "The wholesalers are pretty bad, but not quite so black as they are painted."

Percy Wollaston and Kenneth Mackenzie are a credit to the west. They wanted the convention in their country next year and won their point.

Which will it be—Victoria or Winnipeg?

C. C. What does that stand for?

Roses at a dollar apiece are expensive at this time of year, but they sold well.

The person who first guesses what C. C. stands for will be awarded a prize by the Canada Wholesale Grocers' Exchange.

\$4,00?

The only "falls" were at Montmorency.

President Beckett suggested that the association be called the Merry Widow Outfit.

Percy Wollaston, accompanied by Mrs. Wollaston, sailed for England on Friday. First holiday in 33 years.

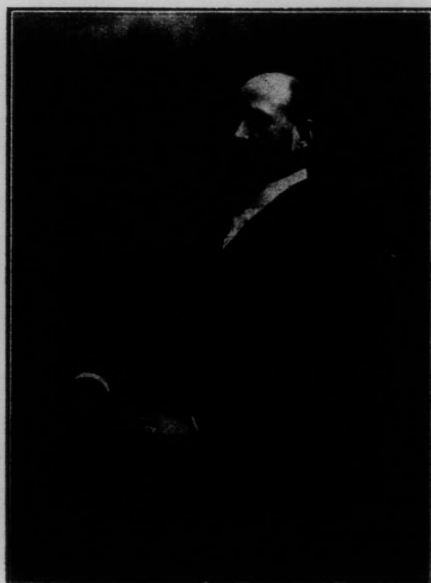
When H. G. Bauld, Halifax, was asked if he was the objector to some measure before the meeting, he promptly replied: "No, I am the p-r-o-jector."

"Let us make progress," was Ex-President Beckett's slogan, and it is a good one.

Senator Turner, of Whitehead & Turner, Quebec, graced the meeting with his presence Thursday morning. In a little address he made he said that while he was a senator, they had not succeeded in "shelving" him yet.

The motion of thanks tendered the Quebec Wholesale Grocers' Guild was: "Resolved—That the thanks of the visiting representatives be, and are hereby, tendered to the Quebec Wholesale Grocers' Exchange for the complete and satisfactory arrangements made for the holding of the annual meeting of this Exchange, and for the hospitality so kindly extended to them by the Quebec Exchange."

Senator Turner paid a pleasing tribute to the late C. P. Hebert, who had



ARCH. MILLER.
Of Whitehead & Turner, Quebec.

always been a prominent figure at their conventions and took great interest in Guild matters.

L. A. Carrier just returned from England in time for the convention.

The Brantford contingent, Messrs. Oliver and Truesdale, like true friends, were here, there and everywhere together.

In Montreal, John Anderson, of Chase & Sanborn, honored Messrs. Olive and Truesdale and The Grocer representative with a drive around the city. The Senator was unfortunately attending to his parliamentary duties at Ottawa.

What a perfect vice-chairman Mrs. L. A. Carrier made. That end of the table was a particularly happy one.

Arch. Miller was na' swinging the besom, but he war a gran' man an' a beesy ain a' the same. It's no only at

the roarin' game that Archie stands oot, he's a gran' man whare'er ye put him.

Fred. Smye, he of Hamilton fame, took an active part in the deliberations. His knowledge and experience of the trade is a valuable asset to the Exchange.

Sam Vila and The Grocer representative lost "one of the best times of their lives." Never mind. We'll get square in Victoria or Winnipeg.

A. P. Murray, sales manager Edwards-Starch Co., met a lot of old friends and made a host of new ones.

Mr. Wollaston's heretical remarks re advertising are charitably overlooked. A first-class grocer and a good business man and a thorough gentleman, we fear his education along publicity lines has been sadly neglected. Look out for circulars and pamphlets, friend Wollaston.

Kenneth Mackenzie, Winnipeg, is a familiar and welcome personality at the meetings of the Exchange. We'll meet in Winnipeg (or Victoria) next year.

London, Ont., was represented by A. McPherson, of Elliott, Marr & Co.

The Kingston trade was well represented by President W. G. Craig, of the Ontario W. G. Guild; R. J. Carson and M. S. Sutherland, of Fenwick, Hendry & Co.

Albert Hebert, of Hudon, Hebert & Co., Montreal brought his business experience and quick decisions to bear on several important matters.

The kindly reference of Senator Turner to the late C. P. Hebert was a thoughtful act of courtesy to the memory of a good man and a true friend to the Exchange.

The Quebec (city) representatives were most attentive to their visitors. Messrs. Bazin, of Naz. Turcotte & Cie; J. B. E. Letellier and Arch. Miller all doing nobly to make everyone at home.

The trip to Montmorency Falls and the historic Duke of Kent's house was a fine idea on the part of the Quebec entertainment committee, and the journey thoroughly enjoyed by all. Mr. Carrier's little sketch of the famous hostelry at the luncheon was instructive and timely.

J. A. Beaudry's genial countenance and friendliness were rays of sunshine and encouragement. His interesting address was much appreciated.

Pres.-Elect L. E. Geoffrion's experience in grocery matters and as a harbor commissioner of Montreal, should make him a good presiding officer. His remarks were most loyal on the adoption of the word Canada in the new title of the association.

Jos. Ethier, president Montreal Wholesale Grocers' Guild and managing director of Laporte, Martin & Cie, was a popular figure at the convention, and a close participant in the deliberations.

Toronto's contingent, H. Blain, Major John Sloan, F. W. Humphrey, T. Kinnear and Wm. Logan were a powerful debating force and all took an active and effective interest in the work of the convention.

Arthur Desroches, of Lalonde & Desroches, Montreal, made many friends by his cheerful disposition and attention to discussions. A good companion and a worker.

The Maritime Province delegates were right in line with their good ideas and suggestions and showed them in many respects ahead of their western confreres.

Sam Sreaton, jr., of the "Home-made Flavor," was a genial and welcome guest, and got into line with nearly every one present.

Secretary J. Stanley Cook is thoroughly posted and has everything at his fingers' ends. He's the right man in the right place, and will prove a valuable assistant to the new president.

T. Kinnear is always looked to for important suggestions and many of his opinions have been acknowledged invaluable.

One of the most genial and popular delegates was James Gow, of Macpherson, Glasco & Co., Hamilton.

Wonder what Messrs. Beckett and Innes wanted in Mr. Gow's stateroom?

Socially Mr. Gow stood out unique in that he kept Messrs. Beckett and Innes guessing as to the correct procedure in advancing and locating one's stateroom.

Mr. Beaudry made an efficient guide and treasurer for the party endeavoring to locate the plains of Abraham. The sunrise view from the Citadel is always an inspiring one. We know, for we have seen and learned.

A. P. Murray, on behalf of the Canada Starch Co., representing the Edinburgh Starch Co. and the Brantford Starch Co., accompanied the members from Montreal to Quebec.

"It is pleasant to dwell together in unity."—Notice R. J. Carson and M. S. Sutherland, of Kingston, and A. G.

Olive and O. E. Truesdale, of Brantford, happy and inseparable.

The last The Grocer representative saw of Messrs. Carson and Sutherland was in Montreal. They were admiring the four colossal statues on the new Royal Bank of Canada Building on St. James St.

LARGE LOBSTER PACK IN NOVA SCOTIA.

Season Promises to be the Best for Years.

The lobster fishing in Nova Scotia this season promises to be the best for years, says a Halifax correspondent. All along the shore from Halifax to Digby the fishing was never better. Notwithstanding the bad weather at times and the scarcity of bait at some places, the catches of lobsters have been very large. From Halifax to Canso the fishing has not been quite so good as in former years, but it is expected to improve before the close of the season.

The total pack for the season will be very large, some of the canneries already having hundreds of cases more packed than they did at the same time last year. Two weeks still remain before the close of the season. One factory on the western shore has packed two thousand cases to date.

Some of the exporters of live lobsters lost heavily in the recent slump in Boston, but the market is now much improved.

TORONTO'S FINE FACTORIES.

English Visitor Speaks Highly of City's Appearance.

A visitor from England, Arthur Spurgeon, managing-director of Cassel & Co., of London, Eng., who was in Toronto last week, spoke most enthusiastically of the fine impression made by the city's industrial establishments. "The factories in Toronto," said Mr. Spurgeon, "in no wise ever suggest that it is a manufacturing centre. I was here fifteen years ago," he continued, "and I see many progressive changes. There are, for instance, your big factories such as Massey-Harris, E. W. Gillette Co., Limited, and others, which are really handsome and palatial in appearance. Elsewhere factories are dingy, ugly buildings and one can easily tell whether a town is a manufacturing city or not.

Mr. Spurgeon was continually saying nice things about Toronto and was full of enthusiasm for Canada and Canadians.

MUST PAY GROCERY BILL.

Judgment was handed out on Friday by Justice Latchford in favor of Medland Bros., wholesale grocers, Toronto, against Wills & Co., H. B. Wills and R. E. Kemerer, for \$7,238.78 for a bill of groceries. The facts of the case are that the last named member of the firm, R. E. Kemerer, posed as a broker, buying

the goods for a railway contractor on the T. & N.O. Railway at McDougall's Chutes. The goods were furnished him on agreement of the company with which he was connected to pay the account. This was never done, and action was taken, resulting as above.

HOW A STOCK ORDER WAS SCOOPED.

Here is a true story which illustrates the value of "doing it now." The facts related, according to System, can be verified absolutely; the name of the town is a substitute name. The main events happened in Chicago.

At 10.30 o'clock, Wednesday morning, March 13, 1907, the sales manager of a Chicago wholesale grocery house received a tip from a friend in Wheaton that a stock order was to be had by quick action at that place.

The nearest salesman of the house was twenty miles away. At 10.45 o'clock a telegram was on the way to him, instructing him to go to Wheaton and get the stock order.

At 1.30 p.m. of the same day the salesman had his chief on the telephone, had given him the preliminary stock order for the opening day, with the assurance of completing the entire order on Friday. At 2.45 p.m. of that day the merchant's rating had been passed by the credit department, the goods packed and shipped, and on the following morning, when the salesman of the competing house arrived on the scene, the goods were in the store and clerks were arranging them.

Without system, co-operation and instant action such a record could not have been made. The transaction involved all the principal machinery of a house which does a business of several million a year, yet not a cog slipped.

HINTS TO BUYERS.

Reading notices under this heading will be accepted at 10 cents per agate line.

Laporte, Martin & Co., Montreal, are expecting their third shipment of "Choice" and "Fancy" Barbadoes molasses, and are now booking orders for this lot. They are also securing a large share of the canned goods business, since the new prices, (25 to 30 per cent. lower than last year) have been out. They guarantee buyers against a decline if orders are placed before July 1. They report good sales of their "Soleil" brand canned goods.

Jos. Cote, wholesale tobacconist, Quebec, makes a generous offer to all trade visitors, who may come to the city for the Terecentary Celebrations. Being anxious that one and all should visit his establishment, he offers to transmit without charge the parcels which visitors purchase here and there throughout the city to their respective home addresses. Of course, Mr. Cote hopes and expects that the visitors will make some purchases from him as well, so that he may be able to enclose the parcels in a shipment of his goods.

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Established 1886

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ASSOCIATION NEEDS REORGANIZATION.

The report of the proceedings at the annual convention of the Ontario Retail Merchants' Association at Galt last week makes interesting reading and gives much food for thought.

One important point that is brought prominently before the reader is the seeming lack of appreciation of merchants generally, and members of the association particularly, of the work that has been accomplished for them by this organization. Here is an association of merchants united for mutual protection and for the advancement of the retailer generally, and yet out of the five thousand odd members, but seventeen hundred have this year paid the small annual fee imposed.

Surely all members recognize the fact that the Retail Merchants' Association has during the time of its existence done splendid work for the retail trade. Take the matter of legislation alone, is there one merchant in the whole country who has not been well repaid for the small annual fee he is asked to pay? A moment's consideration will bring but one answer.

One good thing will come of the very free discussion which took place on the financial position of the association, and that is the re-organization of the asso-

ciation that is bound to come. The members of the association long ago should have taken the interest they now manifest in the affairs of the organization. Is it not too much to expect two men to carry along unaided the work of an organization which represents perhaps the greatest body of workers in the country? Besides placing the association on a sound financial basis, it should be the aim and duty of the special committee appointed to look into the affairs at the head office to devise a scheme for carrying on the work in a businesslike way, for the association cannot be regarded as other than an organization of business men, which must be conducted on sound business principles.

EVIDENCE OF IMPROVING CONDITIONS.

"I am pleased to tell you that business is improving very nicely with us, and with a magnificent crop in sight such as the country shows at the present time, business cannot help but improve, and if the crop is harvested in good shape we can look for 1909 to be one of the best years Canada has ever seen."

The above is from a letter received by a friend in Toronto from a former president of the Canadian Manufacturers' Association and the head of one of the big paint and varnish concerns. It is the best evidence of improving business conditions. Paints and varnishes are to some extent luxuries. A business man, a farmer or mechanic, does not paint and touch up his buildings or his fences when times are bad, money scarce and the outlook blue. It is a sign of returning prosperity. Advantage should be taken of it by business men to collect their accounts promptly in order to pay the wholesale merchant and he to pay the manufacturer. The manufacturer has need of the money for extensions of his plant and purchase of machinery. With manufacturers busy, more mechanics will obtain employment and the money will pour back into the hands of the merchants.

PLAN FOR A HOLIDAY.

The businessman who sticks to regular duties all through the year without taking the relaxation of a holiday makes a serious mistake. Everyone engaged in active business should plan for some sort of a change or an outing sometime during the year, and the summer, when business in most departments of trade naturally slackens up a little, seems the best time to have it.

Some men get most benefit from a complete change of scene and conditions and want to get out into the woods and

on the water. Others travel to other towns, look over businesses similar to their own and pick up new ideas.

While both of these ideas are good ones, the former is much the more valuable from the fact that it provides relaxation from business worry and the constant planning that is part of every well-organized business. Though such a holiday looks at first like a waste of time and money it will pay handsome returns in the end, for in ninety-nine cases out of a hundred, and particularly if such an outing is planned with a view to escaping usual conditions, the returns from improved mental and physical condition will more than make up for any financial loss, and the business man will return with a new zest and new capabilities for business. No matter what seems to be in the way plan to take a holiday during the present summer.

CANADA AGAIN TO THE FORE.

New York shipping interests have awakened to the fact that Montreal is cutting into their grain freighting business seriously.

Various arguments are advanced regarding this condition of affairs. The chief one seems to be that the lake freighting companies are cutting prices so that the grain is being diverted toward Montreal. This may be so, but those advancing this reason omit to state that Montreal has natural advantages over New York, and some other American ports, which is also a large factor in the present situation. The freight rates from Buffalo to New York have risen in the last five or six years from 2½c to 5½c, which latter rate is almost prohibitive.

From Duluth to New York the rate on grain is 7 4-10c delivered free on board the boat. From Duluth to Montreal the rate is 4½c. From Toledo to Montreal the rate is 3¾c. The Trunk Line Association and the Marine Association of the United States are taking steps to divert this trade back into its old channels. The railway companies can accomplish the necessary remedy by making their rates equal to the Canadian rates. American railroads have not been celebrated in the past for their patriotic sacrifices, so it appears as though Canada would continue to hold the trade, especially in view of the fact that, other things being equal, she possesses superior natural advantages over New York.

OPPORTUNITIES IN JAPAN.

With the position Japan is assuming in the commercial world to-day and with the large trade that is being done with that country by European and United States business houses, the question arises as to what markets Canada may develop with advantage to have a part in this rapidly-extending business. In a recent report from Alexander Maclean, Canadian trade commissioner in Japan, the subject is treated very fully, and it is shown that large opportunities exist for the development of Canadian export trade with this country.

The principal item of export at present seems to be flour, but as yet the possibilities of this business are only touched on. During January and February of this year \$14 586 worth of flour was sent over, and this, it is encouraging to note, was about \$5,000 in advance of the business done in the same period in 1907.

Japanese importers speak very highly of sample shipments of bacon and also of cheese, and Canadian butter has already gained some hold on the market, though through some injudicious shipping in 1906 its reputation was somewhat injured.

The commissioner's report indicates that business in all these lines could be largely developed, as well as that in certain classes of paper and in some lines of machinery.

The reason why trade with Japan up to this time has not developed more rapidly seems to be that Canadian shippers even with the superior natural facilities afforded here, cannot compete in price with European and American houses. The fact is also in evidence that Canadian business methods are not altogether suited to customers in the Orient and that our shipping facilities are not of the best.

WHERE CONTINUITY COUNTS.

Every advertisement does not catch the eye of every customer, any more than one blow of a hammer drives a nail home.

Continuous advertising is the secret of successful advertising. It is almost sure to meet the eye of every customer or probable customer in time.

A Canadian manufacturer whose products are known on both sides of the boundary line, uses space regularly in one of the New York dailies as well as in Canadian trade and daily newspapers. He was recently told by one of his

friends that although he occasionally reads the daily paper in question that he never saw his advertisement.

"Am not surprised at that," he replied, "but some day you will see it; and the oftener you see it the greater will be the impression it will make upon you. That is why I advertise continuously."

The success of this manufacturer dates from the day he began to advertise. And his faith in advertising is based on experience.

CHANGES IN TOBACCO.

The significant feature of the grocery markets this week was the announcement of a change in the styles and prices of Macdonald's tobaccos, which comes as a result of the imposition of the new duties at the first of the month. The change in duties and excise, which are explained in detail elsewhere, work out to give a tax of 47c cents on manufactured tobacco, against 39c as formerly, with an additional duty of 16c on blending material used in the plug.

To meet this, the manufacturer has reduced the weight of plugs, now making nine to the pound, instead of eight as formerly, and has also raised the price on the various lines from 10 to 11 cents a pound. The change in sizes has been made so that the retailer could still sell 10-cent plugs. The selling terms have also been changed and now no discount is allowed.

The change will be of little interest to the jobber, though he makes a slightly better margin under the new arrangement. The retailer, however, will be under some little handicap, in that he has to sell nine plugs for the same or less profit as he formerly made on eight.

The direct result will fall, however, on the consumer, who will get a smaller plug, and it is thought that this will have some effect in increasing the consumption of the cheaper grades of tobacco.

As yet, Sir Wm. Macdonald is the only manufacturer to announce a change. It is expected, however, that the other companies operating in Canada will be forced to follow suit.

A FORWARD STEP IN B.C.

The announcement of the formation of a provincial retail grocers' association in British Columbia, noted elsewhere in this issue, marks a forward step in the position of the retail trade in that province, and shows also how successful the smaller local organizations have proved themselves. The several towns and cities represented at the

organization meeting in Vancouver have live local organizations and the value of these has become so apparent that the advantages of a central organization were appreciated.

British Columbia is ahead of the older provinces in this respect and is following the movement for central organization which has been working for several years among the retail trade in the United States. Across the line not only local and state organizations are doing good service, but a national association has been in existence for several years. The strength to which this has attained and the prestige it holds among the trade was evidenced very materially at the recent convention of the association in Boston.

British Columbia grocers are to be congratulated on being the first in the Dominion to organize such an association. The step taken is one which The Grocer has advocated for some of the other provinces for some time and it is hoped that now the path has been laid this example may be followed by the other provinces and that in reasonable time a Dominion retail grocers' association may be formulated. The importance of such an organization as an aid to the retailer and as a means of uplifting the trade generally cannot be overestimated.

The aims of the British Columbia organization, as outlined at the first meeting are exceedingly comprehensive and if the policy is carried out the association will indeed be a blessing to the grocers of the province. They propose to foster social feeling, to obliterate district differences and inspire confidence among the members of the trade, to correct excessive and unmercantile opposition, such as price-cutting, jobbers selling at retail, peddling, adulteration of goods, the use of fictitious labels and dishonest weights and measures. The association will also watch and influence legislation toward the better protection of capital, will assist in collecting accounts, aid in enforcing Sabbath observance and will also look after interests which individual effort cannot accomplish.

ONTARIO'S FISHERIES.

The yield of Ontario's fisheries during the past year aggregated \$1,935,024-90. This is \$200,000 more than the catch of 1906, and establishes a record. The Provincial Fish and Game Department find it impossible to enforce the fishery regulations owing to the action of the Dominion Department in abolishing the close season for whitefish in Lakes Erie and Huron. The superintendent recommended the appointment of special inspectors to prevent the illegal catching and shipping of immature and under-sized fish.

Retail Merchants in Convention

Annual Meeting Held in Galt Wednesday and Thursday, June 17 and 18—Discussion of Numerous Resolutions—Delegates Well Entertained.

The ninth annual convention of the Ontario Provincial Board of Retail Merchants' Association of Canada was held in Galt on Wednesday and Thursday, June 17 and 18, and was pronounced the most successful convention in the history of the organization.

The first day's proceedings began at ten o'clock on Wednesday morning. President H. C. Ellis, Ottawa, took the chair and called the meeting to order. A committee composed of Adam Ballantyne, B. W. Ziemann and M. Moyer, Toronto was elected to nominate committees to take up the resolutions presented at the convention, and the meeting adjourned until the afternoon, Geo. T. Hamilton, Galt, being deputed registrar.

At the opening of the afternoon session Mayor Patterson, on behalf of the town of Galt, welcomed the retail merchants to "the Manchester of Canada."

After a number of other appreciative addresses regarding the work of the association and the town's welcome, Secretary Trowern read a list of resolutions which were referred to committees for consideration.

Getting Down to Business.

When the secretary's report was called for E. M. Trowern made a few preliminary remarks regarding transient traders' legislation, the Division Court Act, bread inspection and parcels post, was about to read a typewritten article when the chairman on a point of order, said the secretary was not keeping exactly to what was wanted. "What was required," said Mr. Ellis, "was a written report of the business of the past year." C. W. Kelly, Guelph, backed up the president and as Mr. Trowern had no such written report to offer the convention went on to the next item.

No Treasurer's Report.

Shortly after the treasurer's report was called for. Mr. Moyer began by discussing details of organization. C. W. Kelly, Guelph, interposed, asking if the treasurer had no report to offer. Mr. Moyer replied that he had no written report.

It was a queer thing, said Mr. Kelly, if neither the secretary or treasurer had a written statement to present. He asked in what position was the organization financially?

The Association's Position.

The treasurer stated that during the past year, although the membership numbered 5,233, but 1,789 members had paid the yearly fee of \$2. There were replies yet to come in though, said Mr. Moyer, from various parts of the province.

Mr. Kelly asked if the treasurer could not submit a statement showing the receipts and expenditures for the past year, and also inquired if the association had no auditor. He did not in the least reflect on any officer of the association. He knew, and every member knew, that both the secretary and treasurer were working hard for the interests of the association, but the treasurer, for his own protection, should insist on an auditor. He suggested that a special committee be appointed to deal with the treasurer's statement and Mr. Moyer asked that one be named at once. Geo. T. Hamilton, Galt; F. Watters, Guelph; Fred C. Higgins, Toronto; H. C. Ellis Ottawa; W. H. Davis, Brockville; A. Ballantyne, Hamilton; with the treasurer and secretary were named and were asked to report with the committees on resolutions.

At the resumption at 7.30 P. Watters, Guelph, chairman of the special finance committee, reported that they were unable to make a report and recommended the appointment of three members to go to Toronto to look over the books, make a report, and try to put the association on a sound, financial basis.

On a question as to the financial standing of the association, the treasurer said the association was about \$2,000 in debt, but very probably things would not be so bad as this.

Mr. Moyer told of the hard work Mr. Trowern had done for the association with little and often no remuneration.

Mr. Kelly said it was the first time he heard that things were as they were. He had no doubt at all that the officers had done their work well, but the fact was that they had too much to do. "We are not bankrupt," he said, "but financially embarrassed. We owe \$2,000, but we do not know to whom we owe this, nor how the debt is made up. This organization can and should be placed on a firm foundation."

An Incorporated Body.

T. A. Rutherford here asked: "Is this association an incorporated body or is it one of Mr. Trowern's own organization?"

E. M. Trowern said he was glad of this opportunity to enter the debate. He was glad of this opportunity to enter the debate. He did not explain in the afternoon the reason why he did not present a written report. Would it have looked well if the statement was presented that of 5,000 members, but 1,700 had paid their fees? Would it have looked well if the report showed the association was \$2,000 in debt? "Why, we have been \$5,000 behind, and how many knew it," he said, "and yet we came out all right. Now that you know the

state of affairs, I know you will help on by individual effort the work of the association."

Answering the question as to "Trowern's own organization," Mr. Trowern gave a short resume of the history of the the association.

It is a properly incorporated body under the laws of the Province.

"As to the payment of officers," said Mr. Trowern, "it was arranged that I should get a salary, but there was for a time no money to pay a salary, and I was asked to work on a commission basis. The money owing me, \$1,500, I voluntarily relinquish—I wiped out the debt, because I knew that some day we would be over the hill, and because I had confidence that the boys would stay behind the association.

"Now, as to the money spent. It has cost us thousands of dollars in legislation—in amending the Criminal Code; in opposing the Co-operative Bill and other matters. Hundreds of dollars have been spent in sending deputations to Ottawa. As to immediate relief, you must get more members, and get the back dues. The trouble is you do not know what a good thing you have got."

Appointing an Auditor.

A. Ballantyne said all knew now how overworked both the secretary and treasurer had been, and thought an auditor should look over the books and be ready to present some statement when the committee met in Toronto.

The President thought that for the future it should be understood that all reports from officers of the association should be presented in writing.

A. L. Green said the constitution covered the point, and believed the special committee would render great assistance to the executive officers.

W. Farrar moved that an auditor be appointed and that the committee meet in Toronto at the time the Dominion Board convenes, Sept. 8 and 9, but though the convention sympathized with the motion, no member seconded the suggestion.

F. Waters then moved, seconded by T. A. Rutherford, that "three members be appointed to audit the books and devise ways and means to put the association on a good financial basis." At the suggestion of a number of members, an amendment was made that "six names be added to this committee." On the motion and amendment being put, they were carried unanimously.

The members of this committee are R. W. Dockeray, Toronto; C. W. Kelly, Guelph; Fred. C. Higgins, Toronto; T. A. Rutherford, Galt; J. F. Holloway,

Toronto; W. Farrar, Hamilton; A. Ballantyne, Hamilton; B. W. Ziemann, Preston; and H. C. Ellis, Ottawa, with the Secretary and Treasurer.

Thus ended a very warm and wordy, though earnest discussion, which will, no doubt, make for the best interests of the organization.

Some Resolutions.

The convention then took up the resolutions submitted by the various committees, regarding the Co-operative Societies Bill, the Short Weight on Car Lots of Coal, the Bad Pay Reporting lists, the amendment to the Gold and Silver Marking Act, endorsing the Master Bakers' amendment to inspect bread in factories, in opposition to the tax on proprietary medicines, regarding educating the press to pay more attention to retail merchants, against any parcels post system, recommending the advisability of forming a Chamber of Commerce, regarding amendment of the criminal code to give merchants and manufacturers the same rights as those enjoyed by organized labor.

All these resolutions carried, and at the committee's request the following telegram was sent to the Secretary of State, Senator Scott:

"That the retail merchants of the Province of Ontario, assembled in convention at Galt, again strongly protest against the passing of the Co-operative Act now before the Dominion Senate."

A resolution on "the injury to local trade by the suburban service to cities and towns" was not considered, it being held that no one can tell at present whether or not such service would be injurious.

The report of the committee as amended was then adopted.

Committee Resolutions.

W. Farrar, chairman of the legislation committee, presented the following resolutions, which the committee had concurred in:

That the rate charged retail coal dealers under the Assessment Act should be reduced; that the Government's attention should be called to the unworkable condition of the present Peddlars' and Transient Traders' Act, and it should be amended; that the proposed amendment to the Municipal Act allowing municipalities to prevent merchants from displaying signs, etc., be opposed; that action should be taken to prevent amendment to the Shops Regulation Act which would affect the hours of female clerks; that the amendment to the Milk Inspection Act be endorsed; that the proposed amendment to the Pharmacy Act be endorsed; that the Government be impressed with the necessity of amending the Division Court Act so that small debts can be collected more cheaply.

"This last resolution," Mr. Trowern said, "was to place the retailer in the same position as the laborer and the mechanic. The Provincial Government promised consideration of a reduction of fees, but the bailiffs had come before the Legislature 800 strong and the Government took cold feet and deferred introducing a relief measure. What retailers wanted was, at least, a reduction of fees."

With regard to the hawkers' and peddlars' license resolution, Mr. Trowern said it would be well to concentrate on some one matter at a time instead of

trying to force all the measures. The association should try to see if the law governing peddlars could not be amended at the next session of the Legislature.

The subject of free school books was given considerable attention at the Thursday morning's session and a resolution referred to the executive for a report from the stationers' section.

For a Standard Potato Bag.

At the instance of A. Ballantyne, a resolution that the Dominion Board should attempt to have the act regarding the weight of a bag of potatoes amended to 90 pounds, was changed to read "75 pounds." Mr. Ballantyne said that at the present time there is a standard weight of 60 pounds to the bushel, but no standard for a bag of potatoes. In Quebec there is a standard of 80 pounds to a bag of potatoes, and in the Dominion there is a standard of 50 pounds for onions.

T. A. Rutherford opposed this on behalf of the drygoodsmen, saying all knew that potato bags received the greatest wear and tear, and that were the standard changed from 90 to 75 lbs. so that old sugar bags could be used, many drygoodsmen would have useless stock left on their hands.

F. C. Higgins, Toronto, said this was no selfish question at all. He quite agreed with Mr. Ballantyne, and at any rate some standard should be set for the protection both of the merchant and the public.

The resolution as amended then carried.

R. W. Dockeray then presented the following resolutions from the committee on general trade:

That the association is in favor of the public control of general utilities; that the action of the Coal Dealers' Association in requesting a removal of duty of 53 cents per ton on vessel fuel in Ontario be endorsed; that a card be prepared to be placed in stores dealing with the question of advertising solicitors for local functions.

All these resolutions carried. The latter one was recommended because it is already adopted by some of the branches of the R.M.A.

To Strengthen the Association.

The following resolution was strongly recommended as it had special significance for the Toronto Retail Grocers' Association, and reference also to the Hardwaremen's Association:

"That the officers of single line associations not connected with the R.M.A. be interviewed with the object of securing their assistance, co-operation and membership."

A belated resolution as to whether the weekly half-holiday should be supported by the Provincial Association was, after discussion, left for the various branch associations.

The New Officers.

This concluded the business of the convention and nominations were called for the various officers of the association. The elections resulted as follows: President, B. W. Ziemann, Preston; 1st Vice-President, Adam Ballantyne, Hamilton; 2nd Vice-President, C. W. Kelly,

Guelph; Treasurer, M. Moyer, Toronto; Secretary, E. M. Trowern, Toronto; Auditor, R. W. Dockeray, Toronto.

B. W. Ziemann, Adam Ballantyne, H. C. Ellis, M. Moyer and E. M. Trowern were appointed to represent the Provincial Association on the Dominion Board.

H. C. Ellis, on calling Mr. Ziemann to the chair, thanked all the officers and delegates for the help they had rendered him in the past; and Mr. Geen led off with "He's a Jolly Good Fellow," when a vote of thanks was tendered the retiring president.

Votes of thanks were tendered the local members for their assistance in looking after the delegates; to the Galt Horse Show Association and the manager of the opera house for the invitations extended them; to the Mayor of Galt, and to the manufacturers, who extended invitations to visit their plants.

Next Meeting in Brockville.

W. H. Davis, on behalf of Brockville, invited the R. M. A. to meet in the Thousand Isles city next year, and C. N. Greenwood and P. J. Kelly presented the claims of Stratford. The convention thought the east should get a turn next year, so the R.M.A. will meet in Brockville on June 18 and 19, 1909.

Entertained by Local Branch.

On Thursday afternoon the delegates were treated to a drive about town by the members of the Galt branch. The drive led to Victoria Park, and on to the show grounds, where the Galt Horse Show Association took them in tow, and showed them some of the finest horse flesh exhibited in Canada.

The local Reception Committee, who looked after the welfare of the visitors, were: A. Deans (chairman), F. H. Chapple, N. L. Moore, A. M. Edwards, W. W. Wilkinson, Geo. T. Hamilton and T. A. Rutherford.

WHOLESALE MEET IN HAMILTON.

Discuss Trade Questions in Friendly Way on Tuesday.

An informal meeting of the wholesale grocers of Western Ontario was held at Hamilton on Tuesday, with a view to discussing trade conditions generally, and in a fraternal way.

Members of the trade were present from Toronto, Hamilton, London, Brantford and Guelph.

Several of the matters discussed at the meeting of the Canada Exchange at Quebec last week were considered, and the present situation in sugar, canned goods, fruits and other lines was discussed. No action of any kind was taken, the meeting being of a fraternal rather than a social nature. After the meeting the visiting members of the trade were entertained at luncheon by the Hamilton wholesalers at the Hamilton club.

The Toronto Grocery Clerks' Association are arranging a picnic in High Park for July 1st. All grocery clerks in the city are invited.

THE SITUATION IN THE WEST

Heavy Rains During the Week Cause Apprehension in Some Districts—Export Wheat in Demand—Winnipeg's New Station Begun—a Good Week in General.

The Western Viewpoint, by our Special Winnipeg Correspondent.

The week has been one of heavy rains and dark weather, and there has been a slight feeling of uneasiness for fear the crop is getting too much rain, and a number of inquiries have come from the East regarding this. There has been too much rain in isolated spots all over Manitoba and Saskatchewan and large sections of Alberta south, but there has been none too much in the wheat belt generally, and where they are suffering from rain in Alberta there is comparatively little crop. There has, however, been quite sufficient rain for all requirements, and the Western farmer would like a hot sun and light winds without any more rain for a couple of weeks, at least, and as we are wearing well on to the end of June no doubt we will get these conditions. June is our rainy month by all traditions, and if we do not get June rains we are very liable to have to go without rain altogether. The years in the past when the whole Canadian West has suffered from too much rain are very few, and there are long gaps between.

The wheat market has been rather an interesting one for the week, as there has been quite a trade developed in Winnipeg October for export. There has been no excitement and no great rush, but a quiet, steady working of a few loads every day. The representative of one of the largest Canadian exporting houses said the other day that all signs pointed to a very large and very early demand for Canadian wheat for export. His explanation was that Old Country stocks had been allowed to run abnormally low owing to the high price of the last crop, and that British millers had hoped to fill up on hard winter wheat. The damage to the winter wheat crop has now assumed definite and serious proportions, so that supplies from that source will neither be so early or so liberal as at first anticipated, and hence the demand for our wheat. More October has been sold for export this season to date than up to the end of June last year.

The oat corner mentioned last week seems to be progressing. The man who holds the oats reports large sales and shipments to the East during the past week at prices that will net him 44c afloat, Fort William, and this makes the Winnipeg price look like a legitimate one. There are some big shorts on this market, and there will no doubt be some squealing before the deal is closed out. The end of the month is anticipated with a good deal of fun by those not in the oat deal, and a good deal of apprehension by those who are.

The live stock market has been dull and without feature for the week, the receipts being small and not of extra good quality. The coming week, how-

ever, an improvement is looked for, both as to better weather and the quality of the receipts. Cook, of Newdale, the first man in Manitoba to give a practical demonstration of winter feeding in the open in Manitoba, is shipping in the last bunch of his winter's feeding and it is expected there will be a rush among dealers for this lot.

One of the signs of the times in the West is the gigantic enterprise of bringing the steamer Alberta by water from Prince Albert to Winnipeg. In the good old days there used to be much talk of a permanent water route of this kind, but it has never been found feasible and probably never will be for regular traffic. The steamer Alberta, however, had been built for Saskatchewan trade and found unsuitable or the expected trade never developed. Any way, it was found by the owners that they had no use for her at Prince Albert, and could make good use of her on the Red River at Winnipeg, where the demand for excursion steamers is steadily developing, and which will increase still more rapidly once the St. Andrew's locks are ready for use. The bold scheme of bringing her down the Saskatchewan River, running the Grand Rapids and crossing Lake Winnipeg, was devised, and has now been satisfactorily accomplished. This is the first big steamer to ever run those rapids, and even she did not manage it without some damage, which, however, was quickly repaired and on Friday, June 19th, she arrived at Winnipeg where she is being overhauled and thoroughly refitted for river excursion traffic.

One of the events of the week was the arrival in Winnipeg of John D. Matheson, the civil engineer, representing Warren & Wetmore, the architects for the great union depot of the C. N. R. and the G.T.P. Mr. Matheson is taking up his permanent residence in Winnipeg until such time as the depot is completed. The driving of the piles started on Saturday, June 20th, and as soon as that is done work on the masonry will commence and a very large gang of men be employed. Mr. Matheson states that it is the expectation to have the roof on before snow flies this fall.

All the offices for the working staff have been completed and the storage building for cement and other materials is now finished and full. It is no light matter to get ready to fill a \$1,000,000 contract and evidently the men in charge have realized the need of getting everything to hand before the actual work of construction begins. The piles are to be of cement, a steel case being driven down, the core removed and the space filled with cement.

Real estate dealers state that though there is really no activity in city property there is quite steady demand for

inside stuff and an equally steady demand for farms. The latter is expected to increase with the influx of American home seekers.

Wholesale trade is fairly active and one of the signs of expanding business is the remodelling of the big dry goods house of Gault Bros., Limited. At the time they erected their block, a few years ago, a little less than one-half of it was leased to a stationery house, Clark Bros. Now the growing demands of their business have caused them to dismiss their tenants and take the whole of this space, 50x120, and three storeys, into their business. The place is now being prepared for the reception of their fall stock.

During the week the first C.P.R. train over what is known as the Kirkella branch, ran into the town of Saskatoon on the banks of the Saskatchewan. The Board of Trade of that enterprising town made this the occasion of an excursion, to which the wholesale men of Winnipeg were invited and to which many of them went. It was a liberal education for some of those who remember this section in the old days when the only means of reaching Saskatoon was over the Long Lake Prince Albert line as it was called. The thing that first gave Saskatoon its boost was the disembarking of the Barr Colony at that point five years ago. From that day to the present it has gone ahead by leaps and bounds, and to-day has some of the finest retail stores in the West. It is situated in a splendid country and now has two railways running in to it and is only a few miles from Warman, on the main line of the C.N.R., so that it practically has communication over three roads. The excursion and the banquet which followed was the Board of Trade's idea of the best way to advertise the town.

Boards of Trade all over the Canadian West are realizing the need of publicity, and are devising ways and means of bringing the special merits of their various sections before the public, but this is, perhaps, the most effective and practical one that has yet been tried.

The week summed up has been a good one for the West, full of movement of business and of hope that has its foundations in solid fact. H.

TRADE NOTES.

A. Samuel, general merchant, Brownhill, Ont., has assigned.

E. Budd, lately of the Bothwell Grocery, has opened a store on his own account in Barrie.

G. R. Small, of the Canada Maple Exchange, Montreal, has left on a business trip to Winnipeg, Calgary and other western points, where he will be present at the various exhibitions.

S. Draper, Elmvale, whose grocery store was destroyed by fire a year ago, together with his stock, has completed his new building on the old site and will open with a new stock of groceries and confectionery in a few days.

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Markets and Market Notes

Quotations on Staple and Special Lines of Groceries From Various Points in Canada—Notes and Tendencies From the Markets Abroad.

QUEBEC MARKETS

Montreal, June 25.

POINTERS—

- Butter—Advanced.
- Eggs—Declined.
- Cheese—Advanced.
- Fish—Decline in some lines, advance in others.
- Strawberries—Declined.

The past week has been a good one. This fact may be due to the fine natural conditions which have prevailed. We have had fine, bright days and a little rain, which combined, helped the crops ahead nicely and it seems this spirit of progress in the crops has stimulated business. Government statistics are out and show that the land will do its share toward greater commercial activity. The products of the country—butter, cheese and eggs—are arriving in good quantities and exports in some lines have been rather better. Beans still remain high, and uncertainty prevails about their movements. Maple products are very dull. Fish and fruit have had their usual fluctuations. Honey remains quiet and stocks are small. Refined sugar is dull and depressed, and the primary markets on raw have had some small up and down movements, but so far this has not been reflected on the refined market.

SUGAR—The raw sugar market has been in a rather unsettled state but has not affected the refined any yet. In spite of the fact that under natural conditions the demand for sugar should be good at this time of the year, on account of it being the fruit season, the demand is not what it should be. Prices have not changed since last quotation.

Granulated, bbls	\$4 99
" 1-bbls	5 05
" 2-bbls	4 85
Paris lump, boxes, 100 lbs	5 70
" 50 lbs	5 80
" 25 lbs	6 05
Extra ground, bbls	5 55
" 50-lb. boxes	5 45
" 25-lb. boxes	5 35
Powdered, bbls	5 25
" 50-lb. boxes	5 25
Phoenix	4 65
Bright coffee	4 6
No. 3 yellow	4 50
No. 2 "	4 40
No. 1 " bbls	4 55
No. 1 " bags	4 45

SYRUPS AND MOLASSES—Orders for molasses are still being sent to the Barbadoes but nothing to speak of is obtainable there. Locally the molasses market has been more active during the week. Sellers were asking 31c on the wharf. Other lines remain the same.

Barbadoes, in puncheons	0 31 0 35
" in barrels	0 33 0 35
" in half-barrels	0 34 0 36
" fancy	0 34
" extra fancy	0 36
New Orleans	0 23 0 25
Antigua	0 30
Porto Rico	0 40

Corn syrups, bbls	0 03
" 1-bbls	0 3
" 2-bbls	0 03
" 3-lb pails	1 25
Cases, 2 lb tins, 2 doz per case	2 40
" 5-lb. " 1 doz.	2 75
" 10-lb. " 1 doz.	2 65
" 20-lb. " 1 doz.	2 60

TEA—During the week interest was centred on high-grade new Japans and the few parcels of new arrivals were eagerly picked up, as these show good value on the present advanced market. Samples just to hand, representing later pickings, to arrive here in about eight weeks, have also been readily sold. The latest report indicates a high market for second and third crop teas, and at any time an advance may be asked on present quotations. Ceylon greens and blacks have been somewhat quiet, but as stocks here are comparatively small, and the London market remains about the same, a good demand is expected for these teas during the coming week at fall prices. Moyunes and Pingsueys have also been somewhat neglected but it is understood one or two small invoices of Pingsueys, originally consigned to New York, have been sold on this market.

Choicest	0 38	0 45
Choice	0 32	0 37
Japans—Fine	0 27	0 30
Medium	0 22	0 25
Common	0 21	0 22
Ceylon—Broken Orange Pekoe	0 20	0 23
Pekoes	0 19	0 20
Pekoe Souchongs	0 19	0 20
India—Pekoe Souchongs	0 17	0 18
Ceylon greens—Young Hysons	0 19	0 21
Hysons	0 18	0 20
Gunpowders	0 17	0 18
China greens—Pingsuey gunpowder, low grade	0 12	0 14
" " pea leaf	0 19	0 27
" " pinhead	0 30	0 45

DRIED FRUITS—Fine Filiatras cleaned currants are a little stronger, now being quoted at 6½c to 6¾c per lb. Valencia raisins (off stock) are lower, being obtainable at 4½-5c per lb. The fig market is pretty well cleaned out, very few lots remaining. New quotations for California dried fruits, it is expected, with the exception of prunes, will be 60 per cent. lower than last year.

Currants—Filiatras, uncleaned, barrels	0 06	0 16
Fine Filiatras, per lb., in cases	0 04	0 06
" cleaned	0 08	0 1
" in 1-lb cartons	0 07	0 08
Finest Vostizzas	0 07	0 08
Antias	0 05	0 06
" 1 lb. packages	0 07	0 07
Mul-tana Raisins—sultana raisins, per lb.	0 10	0 11
" 1 lb. cartons	0 14	
Elite Table Figs—Six crown, extra fancy, 10-lb. boxes	0 09	0 11
Four crown, fancy, 10-lb. boxes	0 07	0 08
Three crown	0 07	0 08
(Glove boxes, fine quality, per box)	0 07	0 08
Fancy washed figs, in baskets, per basket	0 15	0 18
" pulled figs, in boxes, per lb.	0 15	0 20
" stuffed figs	0 25	0 30
Valencia Raisins—Fine off-stalk, per lb.	0 41	0 05
Selected, per lb.	0 06	
Layers	0 05	0 06
Dates—Hallowes, per lb	0 04	0 08
Sais, per lb.	0 04	0 04
Packages	0 05	0 06

Malaga Raisins—London layers	2 25	
" Connoisseur Clusters	2 40	
" " 1-box	1 00	
" Royal Buckingham Clusters, 1-boxes	1 37	
" " boxes		
" Excelsior Windsor Clusters	5 50	
" "	1 50	
California Raisins—Fancy seeded, 1-lb. pkgs	0 10	0 11
Choice seeded, 1-lb. pkgs	0 09	0 11
Loose muscatels 3 crown	0 08	0 09
" 4 crown	0 09	0 10
California Evaporated Fruits—Apricots, per lb.	0 32	
Peaches	0 14	
Pears	0 13	
Prunes—Oregon prunes 25-lb. boxes, 30-40s	per lb.	
" 40-50s	0 10	0 12
" 50-60s	0 08	0 08
" 60-70s	0 09	
" 70-0s	0 07	0 08
" 80-100s	0 06	0 07

COFFEES—This week coffee has been fairly active. Rio, Java and Mocha are in good demand. The coffee trade keeps in a healthy condition, and it is said by the large dealers that the use of coffee is becoming more general every day. There has been no change in the prices since our last quotations.

Jamaica	0 16	0 20
Java	0 20	0 30
Mocha	0 18	0 25
Rio, No. 7	0 09	0 11
Santos	0 09	0 11
Maracaibo	0 14	0 19
Roasted and ground 30 per cent. additional		

SPICES—Spices have been in slightly better demand during the week but the prices remain the same.

Peppers, black	Per lb.	0 14	0 20
white	0 18	0 27	
Ginger, whole	0 16	0 20	
Cochin	0 17	0 20	
Cloves, whole	0 17	0 20	
Cloves ground	0 25	0 25	
Cream of tartar	0 25	0 32	
Allspice	0 12	0 18	
Nutmegs	0 25	0 30	

RICE AND TAPIOCA—"Rice market continues steady with a fair demand. Tapioca—a little better demand for spot lots but not much inclination to purchase ahead." Such are the words of a large importing house while some of the jobbers report some activity, and others nothing doing. The wholesale grocers report a fair demand for rice, but not much for tapioca. The price of tapioca is a half-cent easier this week.

B rice in 10 bag lots	3 20	
B rice, less than 10 bags	3 20	
C O rice, in 10 bag lots	3 05	
C O rice in less than 10 bag lots	3 10	
Tapioca medium pearl	0 05	0 05

BEANS—The market still remains high, due to continued scarcity in the west. The withdrawal of the western product has brought eastern beans into prominence and the Austrian product is receiving its share of attention.

Choice prime beans	2 10	2 15
MAPLE PRODUCTS—This market is exceedingly quiet. Nothing to comment on has occurred since our last report. Prices remain the same.		

Compound maple syrup, per lb.	0 04	0 05
Pure Township sugar, per lb	0 08	0 09
Pure syrup, 5 lb. tin	0 60	0 65

THE CANADIAN GROCER

EVAPORATED APPLES—No change. Demand is fair.

Evaporated apples 0 07 0 07 1/4

CANNED GOODS

MONTREAL—The publication of the new price list contained no great surprises as the prices as published were more or less all anticipated. The demand during the week has been good for canned fruits and vegetables. Canned meats and fish have met with small demand, with the exception of lobsters, which have been quite active.

TORONTO—Business in 1907 pack goods continues fair, though the fruit season might be expected to affect this to some extent. There has been little really doing in 1908 pack goods though there is a good deal of talk about them.

NEW PRICES—1908 PACK. VEGETABLES.

	Per doz. Group 1	Per doz. Group 2
2's, sliced, br., "Simcoe".....	.95	.95
Beets—		
2's, sliced, b.r., Simcoe .....	.95	.95
2's, whole b.r., "Simcoe".....	.95	.95
2's, whole, br. "Rosebud".....	1.15	1.15
3's, sliced, br., "Simcoe".....	1.25	1.25
3's, whole, br., "Simcoe".....	1.25	1.25
3's, whole, br., "Rosebud".....	1.40	1.40
2's, golden wax, midget, "Auto".....	1.25	1.25
Beans—		
2's, golden wax, midget .....	.90	.85
3's, golden wax, midget	1.40	1.35
Gals., golden wax, midget	4.05	4.00
2's, Refugee or Valentine (green) .....	.90	.85
3's, ditto.....	1.40	1.35
2's, Refugee, midget, "Auto".....	1.25	1.25
2's, Crystal Wax	1.00	.95
2's, Red Kidney	1.00	.95
2's, Lima	1.30	1.25
2's corn .....	.90	.85
Gals., corn-on-cob	4.50	4.50
2's carrots	1.00	.95
3's, carrots	1.10	1.05
3's cabbage .....	.95	.90
2's cauliflower	1.50	1.45
3's cauliflower	1.90	1.85
2's parsnips	1.00	.95
3's parsnips	1.10	1.05
Peas—		
1's, No. 1 extra fine sifted....	1.10	1.05
2's, No. 4 standards .....	.80	.75
2's, No. 3 early June .....	.85	.80
2's, No. 2 Sweet Wrinkle .....	.95	.90
2's, No. 1 extra fine sifted....	1.40	1.35
Gals., No. 4	3.75	3.70
3's pumpkin .....	.85	.80
Gals., pumpkin	2.80	2.75
2's table spinach	1.30	1.25
3's table spinach	1.85	1.80
Gals., table spinach	5.05	5.00
2's succotash	1.20	1.15
3's squash	1.15	1.10
Gals., squash	3.55	3.50
2's tomatoes .....	.90	.85
3's tomatoes	1.00	.95
Gals., tomatoes	3.30	3.25
3's turnips	1.00	.95

FRUITS.

3's apples, standard	1.00	.95
3's apples, preserved	1.45	1.40
Gals apples, standard	2.55	2.50
Gals, apples, preserved	4.00	3.95
Blueberries (Huckleberries)—		
2's standard	1.20	1.15
2's preserved	1.70	1.65
Gals, standard	5.05	5.00

Cherries—

2's, red, pitted	1.95	1.90
2's red, not pitted	1.55	1.50
Gals. red, pitted	8.00	8.00
Gals. red, not pitted	6.50	6.50
2's black, pitted	1.95	1.90
2's, black, not pitted	1.55	1.50
2's white, pitted	2.05	2.00
2's white, not pitted	1.65	1.60

Currants—

2's red, heavy syrup	1.95	1.90
2's red, preserved	2.20	2.15
Gals. red, standard	5.00	5.00
Gals. red, solid pack	7.00	7.00
2's black, heavy syrup	1.95	1.90
2's black, preserved	2.20	2.15
Gals. black, standard	5.25	5.25
Gals. black, solid pack	8.00	8.00

Gooseberries—

2's, heavy syrup	2.15	2.10
2's, preserved	2.40	2.35
Gals., standards	6.00	6.00
Gals., solid pack	8.00	8.00

Grapes—

2's white, Niagara, pres'd.....	1.45	1.40
Gals., ditto., standards	3.55	3.50

Lawtonberries—

2's, heavy syrup	1.95	1.90
2's, preserved	2.20	2.15
Gals., standards	7.55	7.50

Peaches—

1 1/2's, yellow, (flats)	1.70	1.65
2's yellow	1.95	1.90
2 1/2's yellow	2.65	2.60
3's yellow	3.05	3.00
3's yellow (whole)	2.30	2.25
2's white	1.85	1.80
2 1/2's white	2.55	2.50
3's white	2.80	2.75
3's, pie, not peeled	1.45	1.40
Gals., pie, not peeled	4.30	4.25
Gals., pie, not peeled	6.05	6.00
Gals., assorted pie fruits (add 5 p.c.)		

Pears—

2's Flemish Beauty	1.70	1.65
2 1/2's Flemish Beauty	2.00	1.95
3's Flemish Beauty	2.15	2.10
2's Bartlett's	1.90	1.85
2 1/2's Bartlett's	2.20	2.15
3's Bartlett's	2.35	2.30
3's pie, not peeled	1.30	1.25
Gals., pie, peeled	4.05	4.00
Gals., pie, not peeled	3.55	3.50
2's, light syrup, "Globe"	1.25	1.25

ONTARIO MARKETS.

POINTERS—

Sugar—Steady. Tobacco—MacDonald's sizes changed and advanced. Beans—Stiff. Collections—Somewhat slow.

Toronto, June 25, 1908.

Business in wholesale circles seems rather quieter this week, though there is no apparent reason why this should be so. Collections, too, seem a little slower again, and in a good many cases retailers are holding accounts off until the harvest. Jobbers report that in the majority of cases the small merchants are more prompt in paying up than the larger ones.

About the only change of consequence in the grocery markets during the week was that in Macdonald's tobaccos, details of which are given elsewhere. Other markets are comparatively quiet, with practically no price changes.

SUGAR—The markets abroad show unsteady influence, with some possibili-

ties of decline in raws. Willett & Gray, in explaining the situation, say:

"There has developed a sentiment of uncertainty and uneasiness during the week under review which makes a forecast of the immediate future of the market more difficult. The weakening influence emanates principally from Europe where the possibilities of important importations of Russian Crystals after September 1st are disconcerting. Attention is drawn to the difference between the values of old and new crop beet sugars the old crop now being on the basis of 4.33c for Centrifugals here, and next crop, October-December delivery, at 4.14c per pound. Old and new crop beets must come together at some time and the influences at work indicate the doing so at the lower level rather than the higher, so it may be said that the situation warrants the expectation of a decline of 1/8c per pound in sugar values abroad and a corresponding sympathetic decline in America. Should the decline come soon in both raws and refined there is still time left for another advance later on in this campaign under the influence of the impetus that may be given to the demand for refined sugar at a lower level."

Notwithstanding these weaker reports the local situation seems to remain fairly steady. A large demand is expected in another week, as the preserving season comes on and it seems scarcely possible that any reduction can take place with this and the large summer's business in view. Prices quoted are as follows:

Paris lump, in 25 lb. boxes	6 15	
Paris lump, in 50 lb. boxes	5 95	
Paris lump, in 100-lb. boxes	5 85	
Paris lumps, in 20, 5-lb. boxes.....	7 00	
St. Lawrence granulated, barrels.....	5 00	
Redpath's granulated.....	5 00	
Acadia granulated, (bags and barrels).....	4 90	
Berlin granulated.....	4 95	
Phoenix.....	4 90	
Bright coffee.....	4 90	
No. 2 yellow.....	4 80	
No. 3	4 70	
No. 1	4 60	
Granulated and yellow, 100-lb. bags 5c. less than bbls.		

SYRUPS AND MOLASSES—The situation continues steady, with a slight falling off in demand evident as summer advances.

Syrups—		
Dark	0 30	0 35
Medium.....	0 30	0 35
Bright	0 35	0 40
Per case.		
2 lb. Tins, 3 doz. in case.....	2 40	
5 " "	3 75	
10 " "	2 85	
20 " "	2 80	
Barrels	0 03	
Half Barrels.....	0 03	
Quarter	0 03	
Falls, 25 lb. each	1 75	
" 25	1 25	
Maple syrup—		
Gallons, 4 to case.....	4 50	
" 12	4 80	
Quarts, 24	4 80	
Pints, 24	2 50	
Molasses—		
New Orleans, medium	0 30	0 35
bbls.....	0 28	0 30
Barbadoes, extra fancy.....	0 37	0 45
Porto Rico.....	0 45	0 50
West Indian.....	0 30	0 35

DRIED FRUITS—A staple business continues with some demand for prunes, which are still scarce, and will remain so at least throughout the season, as jobbers do not care to bring in car lots at this juncture. There is some demand for seeded raisins and currants. Otherwise the market is featureless.

THE CANADIAN GROCER

Prunes, Santa Clara—

100-120s.....	Per lb	0 06	33-40, 25's, 50-lb. boxes.....	Per lb.	0 07 1/2
50-100s, 50-lb. boxes	0 36	0 07	70-50s.....		0 1 3/4
80-90s.....	0 17 1/2	0 08	80-70s, 50-lb. boxes	0 17 1/2	0 09
			47-50.....		0 09

Note—25 lb. boxes to higher than 50 lb.

Candied and Drained Peels—

Lemon.....	0 11	0 11 1/2	Clitron.....	0 21	0 22
Orange.....	0 11	0 12			
Peaches.....				0 18	0 20
Figs.....					
Elemes, per lb.....				0 68	0 15
Tapetas.....				0 03 1/2	0 04
Bag Figs.....				0 04 1/2	0 05
Currents—					
Fine Filiatras.....	0 06 1/2	0 07	Vostizias.....	0 09	0 09 1/2
Patras.....	0 08	0 08 1/2			
Uncleaned, to less.					

Raisins—

Sultana.....	0 9 1/2	0 13
" Fancy.....	0 11	0 12 1/2
" Extra fancy.....	0 14	0 15
Valencias, new.....	0 06 1/2	
Seeded, 1-lb. packets, fancy.....	0 11 1/2	
" 16 oz. packets, choice.....	0 11	
" 12 oz.	0 09	

Dates—

Hallowes.....	0 05 1/2	0 05 1/2	Fards choicest.....	0 08	0 09
Sais.....	0 04 1/2		" choice.....	0 08 1/2	

TEA—Business locally continues very quiet, no noticeable change in prices abroad. Common teas show an easier feeling, but the quality offered is very inferior.

COFFEE—Business locally is reported as very satisfactory this week. Prices are on the same basis and the situation abroad shows no material change, though the Brazilian Government continues to dispose of their valorization coffee. Willet & Gray, discussing the situation, say:

"It is not probable that the Government will continue their sales for the present as they have now tested consuming markets and ascertained the value of their holdings by means of auction sales which give a positive and better test than the option markets; and furthermore show that the price basis of 50 franc for the actual coffee is quite different from the 40 franc basis adopted by the Bank of France, this latter being done at the instigation of adversaries to the market, in France.

"News from Santos points out that the incoming crop there does not promise to be of good quality, the uneven flowering and irregular ripening likely to result in a crop inferior in drinking merit as well as the roast. The Government holdings as to quality are decidedly the best in any of the European or American markets, which is easily proven by the fact that in a dull and declining market for options the buyers here of Government coffees have done a very satisfactory business in both quantity and price.

"After the hulling of the new crop has proceeded far enough to ascertain the facts as to the poor quality, it is probable that the Government will keep the balance of their stocks out of the market and hold for a much higher price. The total amount of Santos coffee in the States belonging to the Government is ascertained to be less than 700,000 bags, the remainder of the Government holdings here consisting of Rio coffees, which the Government has decided to withdraw completely from the market during the 1908-1909 crop; and to ascertain whether the production in Rio is further deteriorating, the small incoming crop showing a big falling off of production in that State."

RICE AND TAPIOCA—Some little increase in demand is shown as the hot weather advances. Small shipments continue to arrive locally but there is nothing of particular interest in the situation. Prices are unchanged.

Rice, stand. B.....	0 03 1/2	0 03 1/2
B rice, 51 ag lots, delivered.....		3 05
Manoon.....	0 03 1/2	0 03 1/2
Patna.....	0 36 1/2	0 05 1/2
Japan.....	0 05 1/2	0 06 1/2
Jaya.....	0 06	0 07
Sago.....	0 05 1/2	0 06 1/2
Seed tapioca.....		0 06
Tapioca, medium pearl.....	0 05 1/2	0 06

SPICES—Demand is fair with no new features to report.

Peppers, blk p. re.....	0 16	0 20
" white pure.....	0 25	0 30
" whole, black.....		0 14
" whole, white.....		0 28
Ginger.....	0 18	0 25
Cinnamon.....	0 25	0 40
Nutmeg.....	0 45	0 70
Cloves, whole.....	0 25	0 35
Cream of tartar.....	0 22	0 25
Allspice.....		0 19
" whole.....	0 17	0 20
Mace ground.....	0 40	0 60
Mixed pickling spices, whole.....	15	0 20
Cassia, whole.....	0 20	0 25

BEANS—The market continues stiff though demand is not particularly active. Firms supplying the military camps in various parts of the country have had some little trouble in seraping up supplies of beans during the last couple of weeks. Local stocks are very light and dealers are chary of quoting. Prices remain at the same place as last week.

Beans, hand picked, per bush.....	2 10	2 55
" Prime No. 1.....	2 00	2 10
" Lima, per lb.....		0 07

EVAPORATED APPLES—There is little new to report. Demand is light and prices are the same as a week ago.

Evaporated apples.....	0 18	0 08 1/2
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TOBACCO—A significant change in McDonald's tobaccos was announced during the week, which will be interesting to both jobbers and retailers. The change includes a difference in plug weight, 9's being now manufactured instead of 8 to the pound as formerly and the prices are also raised. The change is made as the result of the new duties, which came into operation finally, on June 1st. Before these were imposed the duty on stem tobacco was 14c and excise 25c. It is now 42c on stem and 5c on excise. This works out to a basis of 47c under the new arrangement as against 39c formerly. There is also a special tax on blending material used in the plug of 16c per pound, which in smoking amounts to 20 per cent., and in chewing to 30 per cent. In the face of these changes the manufacturer says he is forced to make a change. How the change is worked out is shown herewith by a comparison of the new prices to the retailer with the old.

Brier, formerly made in 8's, was.....	0 70
" now in 9's, at.....	0 81
Index formerly in 8's, at.....	0 68
" now in 9's, at.....	0 78
Napoleon, formerly in 8's, at.....	0 70
" now in 9's, at.....	0 81
Prince of Wales, formerly 8's, at.....	0 68
" now 9's, at.....	0 78
British Consul, now 5's, at.....	0 68
Logots, now 9's, at.....	0 88

The selling terms have also been changed. Where formerly they were 30 days less 10 per cent. in 10 days, they are now 30 days net with no discount.

FIFTEEN YEARS' SERVICE.

W. L. Edmonds, General Manager MacLean Publishing Co., Presented With Handsome Desk.

A pleasant event took place at the office of the MacLean Publishing Company on Tuesday of this week, when W. L. Edmonds, the general manager of the company, and former editor of The Grocer, was presented with a handsome and massive mahogany desk, specially made by the Canadian Office & School Furniture Co. The presentation was made by Col. J. B. MacLean in the presence of the entire business, editorial and mechanical staff of the company, and was made with a view to marking in an appreciative way the completion of Mr. Edmonds' fifteenth year of service with the company.

In his remarks Col. MacLean said: "A short time ago our general manager completed fifteen years of continuous service with us. I have asked you to assist me to-day in presenting him with this desk to mark the occasion. I want him to be good enough to accept it as a formal but slight acknowledgment of the most loyal and faithful services any concern could wish to have. It is nearly 20 years since I first made Mr. Edmonds' acquaintance, and I was drawn to him by the thoroughly, conscientious, painstaking way in which he discharged his duties. Most newspaper men are content with the information furnished by one man. It was not so with Mr. Edmonds. In preparing his market reports he saw every firm, large and small, who could give him the most remote possible information. I have known him to call day after day for weeks to discuss market situations before getting anything of the slightest value. But that made no difference. He knew that any day something of the greatest importance might develop, and it generally did. It was not until he completed his long round that he formed any conclusions as to prices, values or market or business situations. It is this thoroughness with which he himself does his work and inspired his assistants to do theirs that has put our papers where they are—that even the courts of law have from time to time accepted their quotations as final evidence in important mercantile disputes."

Mr. Edmonds made a happy speech in reply, referring to the pleasant years he had spent with the company and also of the kind treatment he had always received from Col. MacLean. Continuing, he referred to his early newspaper career, and the assistance it had been to him in his present position. He started in 1875 in the composing room of the Mail. In 1885 he assumed control of the Cannington Gleaner, but sold this paper in 1888 and returned to Toronto, where he was engaged in journalistic work on the daily press. For two or three years prior to his connection with the MacLean Company he filled the positions of city editor and commercial editor of the Toronto World. Mr. Edmonds was the Liberal candidate for East Toronto in 1905.

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MANITOBA MARKETS

(Market quotations corrected by telegraph up to 9 a.m. Thursday, June 25, 1903.)

POINTERS—New prices (1903 pack) canned fruits and vegetables. Rolled Oats—Cheaper. Pearl Barley—Decline in price. Except for the announcement of new prices for the west on 1903 pack of canned vegetables and fruits and declines in rolled oats and pearl barley, there are no important quotable changes on the local market this week. Business continues fairly active, but no very marked improvement is expected for a couple of months yet until the harvest is either under way and the crop absolutely assured. There is no denying the fact that until the crop money gets in circulation there will be a marked scarcity of ready money.

Fortunately the outlook was never better at this time of year for a heavy crop. From all parts of the west reports come in telling of the most gratifying crop prospects and there is every reason to believe that in a few months' time there will be a return of the prosperity to which the west has been long accustomed. The outlook is most hopeful.

CANNED GOODS—New prices for 1903 delivery have been announced on fruits and vegetables and detailed quotations will be found below. It will be noted that there is a general reduction in prices, a change which will be welcomed by the trade as the high prices of the last year discouraged consumption. We quote:

FRUITS.

Table of fruit prices including Blueberries, Cherries, Currants, Gooseberries, Lawtonberries, Peaches, Pears, Plums, Raspberries, Pineapples, Strawberries, and Raspberry Jam. Columns include Group No. 1, Group No. 2 & 3, and prices.

-1908 Pack for Delivery Later-

Table of 1908 pack prices for delivery later, including Apples, Cherries, Currants, Gooseberries, Lawtonberries, Peaches, Pears, and Flemish Beauty.

Table listing prices for various fruits like Globe, Plums, Lombard, Greengage, Raspberries, Strawberries, and their respective quantities and prices.

VEGETABLES.

Table listing prices for various vegetables including Beans, Corn, Tomatoes, Peas, Succotash, Beets, Spinach, Asparagus, and other items.

1908 Pack for Delivery Later.

Table listing 1908 pack prices for delivery later for Asparagus, Beans, Corn, and Peas.

MEATS.

Table listing prices for various meats including Clark's pork, soups, corned beef, roast beef, potted meats, and ham.

SUGAR-

Table listing prices for various types of sugar including Montreal & B.C. granulated, Wallaceburg, Berlin, B.C. quinnies, and powdered sugar.

SYRUPS AND MOLLASSES-

Table listing prices for various syrups and molasses including Crown Brand, Beaver Brand, and Barbadoes molasses.

ROLLED OATS-Prices have declined and quotations are now as follows:

Table listing prices for rolled oats in 80 lb sacks and 40 lb sacks.

CORNMEAL-The price is advancing and local quotations are now as follows:

Table listing prices for corn meal per sack and per 1/2 sack.

BEANS-White beans are advancing in price and some houses are now asking \$2.50 per bushel for hand-picked, and \$2.35 for 3-lb. pickers.

POT AND PEARL BARLEY-Pot barley, \$2.80 per sack. Pearl barley has declined and quotations now are \$4.05 per sack and \$2.10 per half sack.

MAPLE PRODUCTS-New syrup and sugar arriving in Winnipeg are quoted as follows:

Table listing prices for maple syrup and sugar.

FOREIGN DRIED FRUITS-A local advance in prunes is expected very shortly in sympathy with advices from California, which indicate that this year's crop will be almost an entire failure. We quote:

Table listing prices for various foreign dried fruits including Australian raisins, California raisins, prunes, and currants.

EVAPORATED APPLES-Quoted at 8 3/4c per pound.

BUTTER-The local market is still weak and somewhat demoralized by cutting in creamery prices. No. 1 dairy is worth 17c f.o.b. Winnipeg, and No. 2, 14c.

EGGS-Producing houses are still paying 15c per doz. f.o.b. Winnipeg.

CHEESE-Manitoba per lb. 0 1/2 Ontario. 0 1/3

Grocery News From Coast to Coast

Quebec and Eastern Province Notes.

Flour is Easier in Halifax With General Business Good—Good Trade Reports From St. John—Women Clerks Doing Well in Montreal Store.

HALIFAX.

June 20.—Jobbers report considerable improvement in business during the past week. The market gardeners are now coming in with their products, which they readily turn into cash, and circulate the money purchasing other lines of goods. The successful fishing season has enabled the fishermen to buy goods with the ready cash, and, on the whole, business is considered quite satisfactory.

Butter is coming in quite freely, but the price keeps up, although some good dairy stock in large tubs can be purchased for 21 cents. Eggs are still firm at 18 cents.

The flour market is a little easier, as a result of a falling off in the demand. While trade is somewhat quiet at present, the jobbers are satisfied with the conditions, which, they say, are only temporary. Ontario blends of flour are quoted at \$5.40 to \$5.60, Manitoba flour at \$6.50 to \$6.75. Bran has declined \$1 per ton, and is now quoted from \$25 to \$26. Rolled oats are a little firmer at \$6.15 to \$6.30, and corn meal is selling at \$1.85 to \$1.90 per bag. Beans (hand picked), \$2 to \$2.05, and oats from 57c for Manitoba, to 60c and 62c for Prince Edward Island stock.

The fruit business is in an excellent condition, and large quantities of stock are being turned over. The direct boat from Boston brought a large lot of fine strawberries early in the week, which were quickly bought up, but towards the close of the week the market was almost bare. The berries retailed at 25c per box. The first new lot of Jamaica oranges arrived this week, and they are selling at \$5 to \$6 per barrel. The quality is only fair. Lemons have advanced 50c, and are now quoted at \$4. Bananas are in good supply, but they are still firm at \$2 to \$2.50. Pines are \$2 per dozen, and peaches \$3.50 per crate. The peaches are of fine flavor, but they are very small.

ST. JOHN.

June 23.—All indications point to a bumper year in agriculture in New Brunswick. The farmers got their seeds in fairly early and there have recently been welcome showers of rain that have helped wonderfully. A banner potato crop is predicted and in all other lines of vegetation good crops are anticipated.

The first native strawberries of the season arrived in the market last week. It will be a week or more, however, before they come in any quantity.

The catches of harbor salmon have

been only fair so far. The fish taken have, however, been of good size, and as the season has some time to run, it may average as good as the past few seasons.

Several shipments of salmon from Newfoundland have passed through here in the last few weeks, en route to Boston. The cases are opened here and the fish re-iced so that they arrive in the Boston market in good condition.

Very little activity was displayed in the local markets during the past week. Larger quantities of dried fish are now offering and prices have fallen off. In the produce line, butter and eggs have also declined in value. Butter is quoted at 17 to 20 cents and eggs at 15 to 18 cents wholesale. New vegetables are commencing to come in, but the price is high.

Fire at Charlottetown, P.E.I., on June 18 destroyed the stock of Jenkins & Son, one of the leading grocery firms on the island.

Meat for use in this district continues to arrive. John Hopkins received recently a mixed car, dressed beef and pork, from a Montreal house, which is being distributed. The same concern brought in a car in February last.

MONTREAL.

June 23.—Col. Labelle, local manager of the Ogilvie Flour Mills Co., left Friday last by the Victorian for Liverpool. Col. Labelle, who is in command of this year's Canadian Bisley team, will make a tour of the continent, returning in about ten weeks' time. A large gathering went down to the boat Thursday evening to see the colonel and the members of the team off. Tuesday evening Col. Labelle was the guest of honor at a banquet given by his friends in the Club Lafontaine.

At the last meeting of the Montreal Retail Grocers' Association it was decided to hold the annual picnic at Highgate Springs, Vt., on July 18. The committees which have been appointed to take charge of the arrangements will commence at once to make the necessary preparations for the event. It is expected that a good time will be in store, as the place selected is a popular one.

Chief Campeau, of the city police force, has been memorialized by the grocers of the city on the contravention of the Sunday selling law, and he has promised to make an example of the offenders if they persist in the practice.

Business during the past week has, taken altogether, been good. It is generally expected that at this season the larger grocers will be hit rather hard, owing to the exodus of the leisure class into the country. Although we have had

very warm weather, and there is every evidence that people are going to the country, the large grocers report the best sort of business, while some in the quarters where people do not go away, report rather a quiet time.

Ald. L. A. Lapointe, grocer, corner Quesnel and Dominion Streets, has been elected president of the Canadian Association of Municipalities.

In conversation with various men in the trade, it is interesting to note their peculiarities, and in almost every case there can be found some little fad possessed by each. There is one man in this city whose store is of the good, ordinary variety on the inside, but the exterior is to this grocer the apple of his eye. The signs, of which there are many, are fresh in appearance and hang with a geometrical precision, the windows shine with an extraordinary brilliancy, and what stock he has outside for display shows the same precise arrangement. All of this is edifying. Our grocer advanced the theory that a good outside showing would predispose people favorably and it is, as he said, "you must get the people at hand to sell them." This is a rule which applies in all phases of commercial life. First impressions, if good, are valuable. A prominent grocer in this city employs a large number of girls in his store. This opens another field for women who have already invaded many which it was thought belonged to men exclusively. When questioned about their efficiency, he said he found them very useful as clerks, "but," he added, "I will always have to employ men, because the heavy character of some of the work requires them."

There are certain things to do around a grocery store which a girl could not possibly attend to, as she would not be physically equal to the task. For waiting on customers and handling the lighter things, she seems, in this case at least, to have been an immense success.

RETURNED FROM TRIP ABROAD.

A. E. Carson, manager for Canada for Thomas J. Lipton returned to the Toronto office on Saturday, after a trip to England and Ireland.

Mr. Carson's principal visit was, of course, to London, where he made a visit, his first, by the way, to the various establishments of the company. He was royally entertained by Sir Thomas and was much impressed with the evident magnitude of the business. A visit was also made to the firm's branches at Glasgow and Liverpool, and a trip to Dublin was also enjoyed. Mr. Carson comes back with a new zeal for business.

BURNED OUT AT BURK'S FALLS.

G. C. Church & Co., general merchants; I. Davidovitch, general merchant; Lamb & Smith, grocers; J. J. Mitchell, grocer and confectioner, and F. G. Reaveley, grocer and confectioner, were among the firms burned out at Burk's Falls, Ont., on Sunday, June 21.

News From the Coast

A List of the Merchants in Prince Rupert—General News of the Province and District.

VANCOUVER.

June 30.—The march of the strawberry is now on, but it is only until the last day or so that the price has come down to anything beyond the luxurious point. On Wednesday locals that came in by Tuesday evening's train jobbed at about \$3, being a drop from \$3.50, and 15c berries were given the retailer, or two for a quarter. Before that they went at three for 50c, these being the Hood River product. That was only on Monday and Tuesday, however, two for 45c being the best before that. In Seattle, they are selling at 5c a box, and it was thought if the warm weather kept on the price here would fall rapidly. Cloudy and cool as it now is, the berry grower will profit as the crop will not be rushed so fast.

Some Alberta and Eastern creamery butter has arrived on the market, and is being jobbed at between 27c and 28c, making it possible to retail at two pounds for 65c, as compared with the local creamery at 35c retail. The demand for local is firm and the lower price of the import, even if the quality is excellent, will not have much of a tendency to bring down the price of the other. Eastern eggs, selected stock, are jobbing at 23c, with a cheaper brand, unselected. Local fresh are 28c.

Beekeepers are making strong complaint against the Provincial fruit pest inspectors, who are ordering orchardists to spray their fruit trees while the blossom is on. The result has been that the honey crop will be nearly a failure, one bee man says. The bees instead of being able to get honey from the flowers, have been sipping poison, and not only have they sickened, but depletion of hives has been reported. It is claimed that there is a Dominion regulation prohibiting spraying in blossom time, so that the bees might be saved, but if action were taken under this enactment, the sprayer has the defence that he was ordered by the Provincial authorities. The Provincial Board of Horticulture is making a determined effort to clean out infection, and it is because of this that these results have followed.

The same informant told your correspondent that Chinese, who have leased orchards on Lulu Island, a few miles south of Vancouver, have failed to take steps to kill caterpillars, and now their trees are practically denuded of leaves, and other people's orchards are being overrun with these pests. Caterpillars are very plentiful on the Lower Mainland this summer, and reports come from 60 or 70 miles up the C.P.R. main line that they have been so thick as to make it awkward for the trains. The caterpillars get on the rail at night, because of the warmth, and when crushed their bodies make the rail "greasy."

In regard to the statement that the United States Leather Company had

purchased all the hides available on the Pacific Coast, C. G. Bennett, manager of the Fraser River Tannery at New Westminster, states that there were more hides in British Columbia awaiting purchase than any one outside the trade realized. They are what are technically known as "country" hides, as against "packer's" hides. He states that owing to the inferior quality of the local hides, due to careless skinning by butchers, there has not been the same demand in the States for the article from this Province there should be. The Chicago market, he explains, which rules the price of hides everywhere, is very chary of skins that are not clean, and there will have to be an improvement before British Columbia people can secure a market in the South. Mr. Bennett says there is no fear of the supply here falling short.

The following is a list of those in the grocery and allied trades in Prince Rupert: E. A. McEwan, restaurant and bakery; Charles I. Katz, cigars and fruits; Lynch Bros., general merchandise; T. Z. Kruzner, cigars and fruits; M. Willis, bakery and restaurant; George Denoon, meat market; J. A. Kirkpatrick, groceries and clothing; Bailey & Timms, Imperial Bakery;

Kelly-Carruthers Supply Company; L. Morrow Co., meat market; A. C. Little, cigars, fruits and newspapers; North Coast Commercial Company, general merchandise; Baldwin & Gladman, groceries.

The flea beetle is doing considerable damage among the hop vines at Agassiz and Chilliwack, and Thomas Cunningham, Provincial inspector of fruit pests, is now in those districts seeing what can be done to stop the ravages. The flea beetle has withstood all the standard sprays, and arsenical poisons have no effect. Mr. Cunningham took up a new kind the other day, and not until his return will it be known how effective it has been. It is believed the flea was imported from England, and is now very prevalent here. Last year, tarred cloth was used with good results, but this method cannot be utilized until after the vine has a growth. Large areas of hops are to be found at Agassiz and Chilliwack, and the industry was assuming a fairly large scale until this destructive little insect made its appearance.

A. R. Kelly, organizer for the U.C.T., which held its convention in Vancouver two weeks ago, is endeavoring to organize a branch of the association in Victoria.

J. Ringshaw has opened a delicatessen store at the corner of Yates and Broad Streets, Victoria.

Plunkett & Savage, wholesale fruit and produce brokers, Calgary, have opened a branch in Fernie, B.C., with Lance B. Ramforth in charge.

Interesting Ontario Items

Hamilton Grocers Making Big Preparations for Picnic—Record Fruit Sales in Guelph—Parry Sound Wants Early Closing.

HAMILTON.

June 23.—The prospects for fruit of all kinds are very good and with a good harvest coming Hamilton people expect to be on Easy Street.

A number of new grocery stores are being started here, principally by farmers and mechanics, who will in the course of a year or two, have gained some experience as to the money to be made in the grocery business.

A committee visited Niagara Falls recently to arrange for the grocers' picnic on July 15. John Forth, the association president, reports that they were received most cordially by the park officials and better arrangements were made than ever before. Last year the grocers carried over 5,000 people on their excursion. This year Mr. Forth says they will beat the record. Two railroads and 100 first-class passenger cars have been engaged to land the crowd at the Falls.

Lucas, Steele and Bristol are giving up their wine and liquor trade and are going to devote their attention entirely to the grocery business. Great regret is expressed by the retail grocers who

handle liquor at this move, as they have always been known and esteemed as one of the straightest houses in Canada conducting a liquor business.

A good deal of discussion is going on over the new canned goods prices—some think that the retailer, if consulted, could have given the canners some pointers that might have been of interest to them and have been of mutual benefit. In the meantime, the opinion is gaining ground that the independent canner is likely to cut a large figure in the next year's business. One or two of the leading wholesalers here are advising their customers not to buy canned goods yet.

PERTH.

June 22.—Trade is improving. The town has undertaken sewer extensions and new granolithic walks, the county is giving employment to a number of men in good roads work and the farmers are in good humor over crop prospects so more money is in circulation and more trade is being done.

The first of what promises to be an extra large crop of strawberries was

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brought last week. Usually Perth dealers have to bring in berries from the Niagara district for a week or two before local berries are ready, but this year very few will be brought in as local supplies will fill the demands.

Have you realized, that in giving goods on credit to a man whose ability or willingness to pay is doubtful, you lose more than the actual amount of the account lost? Perhaps a customer of this kind whose cash trade has been worth quite a lot to you asks you for two pounds of butter till Saturday night. You give him the butter but he somehow forgets to call on Saturday night to settle, and it is ten chances to one that until you collect your 50 cents he spends his cash with your competitor. Does it pay to give credit at all to this class even though you collect their accounts in the long run?

Harry Murray has opened a confectionery, fruit and ice cream business in the Brooks' block, Gore St.

GUELPH.

June 16.—The Victoria Flour Mill, which for as long as the writer can remember, was called Presants' Mill, has been sold to Geo. Young, a gentleman from New Zealand. Mr. Young has had experience in the trade not only in New Zealand, but in Scotland as well.

Considerable dissatisfaction exists in the city over the fact that after offering \$10,000 for the extension of the Winter Fair here, there seems to be a hitch somewhere and a great many feel it is about time to either build or let us know where we are at.

The permanent road on Windham St. and St. George's Square is nearing completion and will mean a great boon to the merchants on those streets.

100 cases of lemons sold in 20 minutes was the record made the other afternoon at an auction sale of fruit that arrived in bad condition. The prices ran from 75c. a case up to \$2.50. Some were good value, and a number of grocers had sales at 10c. a doz. But after all, bananas at 10c. and lemons at 10c. sometimes make hard selling. People are just as hard or harder to suit with the cheaper fruit and the profits are not so large.

At a meeting of the Retail Merchants' Association, held recently, Dan. A. Scroggie, a grocer from the drop of the hat, was appointed as official collector of accounts for Guelph. Mr. Scroggie will be paid a regular salary by the association and will have an office in the central part of the city. His duty will be to collect all difficult accounts for members and in this he will be assisted by a committee of the members of the association which has been formed. Mr. Scroggie has already commenced his duties.

BRANTFORD.

Brantford, June 22.—Culver Bros. have purchased the butcher shop in connection with the grocery of Huffman & Craig in Eagle Place.

The grocery business of George Montgomery in the east ward has been acquired by Mr. Hagey, who is well known here.

George Foster & Son, wholesale gro-

cers, received recently the first samples of Japan tea, grown this season. The shipment is following. Experts state that the tea is the finest yet received.

The Dominion Labor Gazette of this month contains an article on the co-operative grocery business in Brantford. This has already been reviewed in The Grocer. The movement had its origin in an open discussion in the local press regarding trade and prices. The association are now planning to enter lines other than the grocery trade and in time hope to invade all branches.

The grocery business here during May and thus far in June has been good. There are few complaints. The warm weather has brought a brisk demand in the fruit line. The fact that many people are preparing to go away has also told in the laying in of provisions, and the holiday and circus periods were helpful. The local grocers are all alert to business of this character and reap the advantages to the full.

William Grierson, the wholesale confectioner, has opened a restaurant and ice cream parlor on the central part of Colborne St.

It is a matter of local interest that Kerr Bros., who formerly kept a candy store and ice cream parlor here, are now in New York, where they are doing a most extensive trade in the wholesale line of butter scotch. They have an original brand that is making a big hit and is sold everywhere in the metropolis.

STRATFORD.

June 21.—The grocers are now the only hold-outs against the regular weekly half-holiday. All the other merchants of the city will close their doors at one o'clock on Wednesdays during July and August. From what your correspondent can learn, it is just one or two of the grocers who refuse to close and make the fruit question their reason. The majority of the grocers are willing and ready to fall in with the other merchants, but as long as one or two will persist in staying open the grocery clerks will have to pound sugar while their companions in clerkdom enjoy the generosity of their employers.

PARRY SOUND.

June 22.—Notwithstanding the quietness, the grocers in Parry Sound report business up to last year, and with prospects exceedingly bright for a larger tourist trade. Outside visitors are arriving and taking their summer cottages on the surrounding islands. Summer hotels are now open, all of which adds to the till of the grocers.

There is one thing the grocers in Parry Sound lack. That is a uniform closing hour. If they would follow the example of one or two local stores who have decided to close each night at 6 o'clock, it would be much better for the clerks and merchants generally.

Local grocers and merchants generally deeply regretted the death of W. C. Adams, of Davidson-Hay, Toronto. Mr. Adams had many friends in Parry Sound and district, and was a welcome

visitor, both in the place of business and the homes of the Parry Sound grocers.

Purvis & Son, grocers, have added to their fixtures an up-to-date meat slicer and in conversation with Harry Purvis, the manager, he said they had doubled their sales since putting it in.

Robt. Holmes, who has for the past six years had charge of "The Walton's" grocery department, has bought the stock of the Gordon Kennedy estate, and with long experience in this line is certain to succeed.

LONDON.

June 22.—H. Ryan, of this city, has the contract for supplying groceries to the military camp at Goderich.

Very few local grocers now remain out of the Retail Grocers' Association. At the last regular meeting two new members were added, in the persons of G. Tupholme and J. A. Henderson, who have at last been brought to a recognition of the benefits of organization.

Wm. Fowler has opened a grocery business in a large new store on the corner of the Wortley Road and Oxford Street.

Mrs. W. E. Gilligan has started a grocery store at the corner of Chesley Ave. and Dame St.

Pineapples are in great demand here, about a carload being delivered to the wholesalers daily. The fruit is shipped by boat from Cuba to Montreal and from there distributed all over the country. A leading dealer in an interview this week said: "Pineapples were never in such demand as they are this year. People are using them as a substitute for home grown fruits which last year were scarce. Hundreds of thousands of pineapples have been sold here the last few weeks and the demand is as steady as ever. People are buying them by the crate and preserving or canning them. Pineapples have never been cheaper than at present and fruit dealers all over the country are handling them in immense quantities. The season will last for a couple of weeks yet." Bananas are also in great demand about five carloads per week being received here. In three weeks or so double that quantity will be needed to supply the demand.

INGERSOLL.

June 23.—An interesting fact which may have not a little to do with the prevailing high prices that are being paid for eggs has just become known. With the view of practising economy many citizens are already laying in their supply of eggs for winter use, notwithstanding the fact that 17 cents per dozen is the ruling figure, nearly as much as in previous winters. The average householder, however, hopes to profit by the experience he had with high prices during the past winter in connection with butter and eggs. And even the high price was not always the only cause for complaint. There were times when one would willingly pay the price had the eggs or butter, as the case may be, have been available. Several citizens who have experimented in other seasons, claim that eggs can be packed at this period of the year and retain their freshness until the winter months. The favorite plan

THE CANADIAN GROCER

for preserving the eggs seems to be by dipping them in boiling water. This practically cooks the white film next to the shell and as a result the egg then becomes air-tight, as all the pores are closed. After the dipping process the eggs are carefully wrapped in paper and placed in a comparatively cool place. In this town many dozens of eggs have already been preserved by this method, and it is expected that the custom will become very general before the summer is over. Equal precautions in regard to securing butter have been taken by many. This is usually done by arranging with farmers at a distance to fill crocks or firkins as the case may be. There are hundreds who do not want to go through another winter of high prices and the indications on every hand point to more conservative and more business-like methods.

Reports from several producers are to the effect that the cherries this year will also be a good crop. Many people are more interested in cherries than in the other varieties of fruits, and grocers, in particular, sometimes have their troubles in meeting the wants of their customers. However, this season promises to be the exception as far as the local supply is concerned. What is wanted for both the strawberries and the cherries is an occasional rain, followed by sunshine. The cherries in some instances are beginning to take on their ruby hue and they will probably be ready for the market in another week or two.

Grocers generally report a very keen demand for canned goods, particularly peas and corn. The trade in this line is well advanced and the merchants know the importance of keeping their shelves well stocked. During the past few weeks there has been a slight falling off in the demand for vegetables. This is accounted for by the fact that many citizens have gardens of their own from which they are getting their supplies of radishes, lettuce, etc.

ST. CATHARINES.

June 21.—An important business deal was put through recently, when James Howe bought the stock of Frank Garner, of A. Meyer & Co. biscuit manufacturers here. Mr. Howe becomes secretary-treasurer of the company and has direct charge of the financial and bookkeeping departments. The same general policy of the firm will be closely adhered to in the future. Frank Garner, the retiring stockholder, will take about two months' vacation before getting back in business, but at present has no definite plans as to what line he will engage in.

Mrs. H. E. Moore has bought the business lately conducted by Mrs. Cameron on Niagara Street and not Mrs. Edwin Moore, as was stated in this column recently. Mrs. Moore is making a good start and will no doubt find the grocery business equal to her expectations.

Early closing has been inaugurated here among the wholesale trade. W. H. Merriman began on a recent Saturday to close at one o'clock and will continue to do so until September. J. F. Testing expects to do likewise.

W. A. and Mrs. Sherwood have gone on a holiday trip to the west. About two months will be spent visiting

points of interest, including Winnipeg, Brandon and a daughter residing in Dakota.

Arvida Bradley, of Bradley & Son, is spending his vacation with friends in Orangeville.

Ed. Gander, McLean Bros. and Foster & Co., are closing each Wednesday at one o'clock during June, July and August.

GALT.

June 23.—The local merchants took considerable interest in the convention of the Retail Merchants' Association, held in this town last week. Almost every merchant was in attendance at one or more of the sessions. The discussions were eagerly followed by the Galt merchants, with the result that they all have a more thorough understanding of the aims and objects of the association.

How about strawberries? The season is in full swing at present, and yet the price remains at three boxes for a quarter. The merchants account for this fact by reason of the recent wet weather which prevented the picking of the fruit. That there is a bumper crop is well known, but the difficulty appears to be in marketing the fruit. "I feel quite safe in stating," said one grocer, "that before the end of the week, the price of strawberries will be down to 5c a box." Another grocer thinks that the price will go even lower.

The grocers are anticipating a big increase in the demand for sugar, occasioned by the approach of the preserving season.

The members of the Retail Merchants' Association closed their stores on Friday afternoon last in order to give their employes an opportunity to attend the horse show.

Imported fruit is beginning to arrive, and already peaches, pears and plums are offered by the more enterprising grocers. The price of this foreign fruit is much below that of previous years, the best quality of peaches selling as low as 15c per dozen.

The market on Saturday was largely attended. Eggs, which were expected to be lower in price, made a jump from 17c to 20c per dozen. In this connection it might be stated that the practice of pickling eggs is increasing yearly. Some years ago it was regarded as a fad to pickle a supply of eggs for use when the prices reached the prohibitive point. The fad has now become almost a necessity, and it would be hard to find a housewife in Galt who has not preserved a supply of eggs against the high-price season.

"The first ripe apples of the season will be offered for sale in about two weeks," said a farmer on the market on Saturday.

W. Koyles has opened a new and up-to-date grocery on McNaughton Street.

CHATHAM.

June 23.—The frost of last week is reported to have had no generally serious effect. Corn withstood it well and fruit was too far advanced to be injured.

H. E. Edgecombe, manager of the Tilbury canning factory, is able to be around, after a couple of weeks' illness.

While attending the Bakers' Convention in Toronto last Thursday, Jas. R.

Palmer, of the Palmer Baking Co., was taken suddenly ill and had to be hurried home by the first train. He is improving at last report.

A representative of a large American pickling concern was in the city last week, with a view to considering the advisability of locating a branch in Chatham.

OTTAWA.

June 23.—Vegetables were plentiful on the market and elsewhere to-day. Cucumbers, onions, radishes, lettuce were amongst the vegetables, and there was a fine showing of strawberries at 10c per box, or 9c by the crate. There was a small offering of carrots, which they sold for 5c per bunch.

S. W. Lee has sold his grocery and fruit store situated at 129 Elgin Street, to D. and M. Nichols.

N. S. Schwardfager, 695 Somerset Street, has opened a branch store at River Park, which is on the Britannia line, for the convenience of his country trade and the surrounding district.

M. T. Pinkerton & Co. have bought one of F. A. Scott & Sons' branch stores, corner Rideau and Dalhousie.

W. C. Scott has opened a grocery store at the corner Laurier Avenue and Nicholas Street.

PETERBORO.

June 23.—Andrew Graham, grocer, at the corner of McDougall and Aylmer Streets, made an assignment to Jas. Edgar, this week. Wesley Bros. have purchased the bankrupt stock and began on Monday to dispose of it. They have leased the store and will continue the grocery business with a fresh line of goods when the present stock has been sold.

A. F. Choate, proprietor of the Warsaw departmental store, has opened his Stony Lake branch for the season. He intends to keep a full line of groceries and cottage and camp supplies for the summer visitors at the Stony Lake resort. His store is located at McCracken's Landing.

Among the new stores opened recently here is one just outside the boundary in the western part of the city, owned by J. W. Byers. He deals principally in groceries, and is also the postmaster of the "Byersville" post office, which was located in his store about a week ago.

Messrs. Mountjoy & Wotten, of Enniskillen, are successors to F. Coons, grocer, who has been located on Stewart Street for the past five years.

The summer store at Juniper Island, Stony Lake, has opened for the season. T. W. Robinson, who has been proprietor since its opening several years ago, is again in charge.

R. Peters, who has been local agent for T. Kinnear Co., Toronto, has resigned his position to accept one with Davidson & Hay, Toronto.

Jno. T. MacKay's lobster factory at Seaview, P.E.I., was totally destroyed by fire last week. Incendiarism is said to be the cause.

London Grocers Picnic in Detroit

A Host of Retailers and Clerks With Their Wives, Sweethearts and Friends Spent Wednesday, June 17, Across the Border—Visited Baseball Game, Parks and Pleasure Resorts—Incidents of the Trip.

Between eight and nine hundred people, the grocers of London, their wives and their friends, traveled over to Detroit last Wednesday, June 17, on the annual excursion of the London Re-

tail Grocers' Association. The excursion train arrived in Detroit all in good time and the party separated to enjoy themselves in various ways. A good many went out to Belle Isle Park, the city's beauty spot, and spent the entire day there. Some saw the city from the trolleys or from touring automobiles, and some, particularly the young men of the party, it is said, went to visit friends.

ing fruits and confectionery to the ladies. Dick Woods was at his best giving the glad hand to the friends of the grocers and with market clerk Chas. Maker, kept the aisles clear.

Other Incidents.

The excursion train arrived in Detroit all in good time and the party separated to enjoy themselves in various ways. A good many went out to Belle Isle Park, the city's beauty spot, and spent the entire day there. Some saw the city from the trolleys or from touring automobiles, and some, particularly the young men of the party, it is said, went to visit friends.

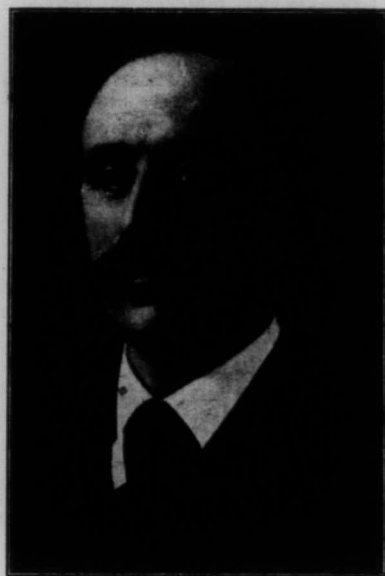
At the Ball Game.

The game was thoroughly enjoyed by all the excursionists present.

The committee having charge and who were largely responsible for the success of the outing, was: Thos. Shaw, president; John Diprose, vice-president; G. McCormick, vice-president; E. J. Ryan treasurer; Cyril Hayes, secretary; Wm. T. Mullins, E. E. Linnell, Fred Travers, H. S. Marshall, C. J. Farr, J. H. Wilkey, R. A. Ross.

Picnic Pointers.

Every wholesale house sent one or more representatives. Clem Garvey, of John Garvey & Co., and McKinley Mills-



THOMAS SHAW.

President London Retail Grocers' Association.

tail Grocers' Association and a jolly time was enjoyed. The excursion in point of number and entertainment was one of the most successful that has ever been held and the crowd, it is said, was about the happiest-looking lot of people that ever went out of London.

Fun on the Way Up.

The train started in the morning as usual with excursion trains. One man says "Everybody wore a smile," and those that didn't went to the baggage where refreshments were served to the men by the two Bobs, Bob Ross and Bob Collins, but before the train reached Glencoe President Shaw had to get Walter Nichols, of Sunlight Soap, to lend a hand and the way he pulled the corks was an eye-opener to his many friends, and as one member of the association remarked, he got his experience in selling in bars (of Sunlight). The baggage car quartette made it lively and everybody joined in the chorus. Tom Ranahan, Roy Nopper, Charley Mountjoy and Ed. Ryan composed the quartette.

On the way up President Shaw was elevated and made a neat little speech, thanking all for their attendance and wishing them all an enjoyable time. Vice-President John Diprose was busy pass-



THREE OF THE EXCURSIONISTS.

1. Charley Furness. 2. Harry Bell. 3. John Murdy, clerks of Scandrett Bros., London.

and Philadelphia teams of the American League. Hundreds of the visitors journeyed out to the ball grounds in the afternoon and the game was thoroughly enjoyed. Several of the visitors were conspicuous for their enthusiasm. For instance, Fred Tobias, of Todhunter Mitchell, could not sit down in the sixth innings when Detroit started the fireworks by scoring four runs, being the only innings they did score. "Toby" was doing his best to beat out Joe Boyd, of Red Rose Tea; President Shaw, Secretary Hayes and Ed. Ryan, and he had to do something to do it, as these are all noted "fans" and know something about the game. It was a pleasure to see "Wild Bill" Donovan in the box and the way Sam Crawford, "Ty" Cobb and Charley Jones hit that ball in the sixth, when it was needed, made the grocers and their friends feel just as proud of them as Manager Jennings



E. J. RYAN.

Treasurer London Association.

man, of Elliott, Marr & Co., being very much in evidence, more especially on the return trip. Of course, they are not married like Walter Hungerford, of A. M. Smith & Co., and Wm. Turnbull, of

DOMINION BAKERS' ANNUAL MEETING

Held in Toronto on Wednesday, June 17—Association Given New Name—Discussion on New Bread Bill Entertained by Local Parties.

Edward Adams & Co., so that accounts for their popularity with some of the ladies.

Scandrett Bros. were well represented, there being no less than twelve employes of their firm on the train. Their city traveler, Charley Furness and their clerk, Harry Bell, made the fastest trip around Belle Isle in an auto, in fact the rest of the party thought they were shaving trees.

Among the travelers along from out of town were Walter Nichols, of Sunlight Soap; Fred. Tobias, of Todhunter, Mitchell & Co.; Joe Boyd, of Red Rose Tea and Mc. Ecelestone, of Comfort Soap. The London grocers certainly feel very grateful to them for turning out and lending their assistance to make everybody enjoy themselves.

Where, oh where, was ex-president Ranahan and Alf. Johnston. H. J. Glanville, Frank Smythe, Gordon Drake, A. J. Clarke and a few others who ought to have been there.

Tom McCormick is married now. It is said he spent the day at home cutting his lawn.

President Shaw and "Chancellor" Ed. Ryan, were on the water-wagon all day.

Billy Mullins brought the wife and family and spent the day at Belle Isle.

Detroit baseball rooters were materially strengthened by the London visitors.

Cyril Hayes was "afraid to come home in the dark" so stayed over until Thursday. I wonder if Cyril has a girl in Detroit?

ARE BUCKING TORONTO FRUIT MEN.

Growers' Association Discriminates in Favor of Six Houses—The Commissioners' Side.

The joint committee representing the fruit growers of Bronte, Oakville and Clarkson, which interviewed the Toronto commission men recently, with reference to the disposal of this season's crop, owing to the friction over the cartage charge matter, reported to the Growers' Association, "that in the judgment of the joint committee, the best means available for this season is to sell as much fruit as possible at the station; and to consign what is unsold in this way to any one or more of the following Toronto firms: Stronach & Sons, Clemes Bros., J. Bamford, D. Spence, Husband Bros. & Peters, and the Dawson Commission Company."

This means that the six other Toronto commission houses will have to make other arrangements. As the growers in the Niagara peninsula have accepted the cartage propositions as a fair one, and as one-third of the fruit men in the Oakville district are not members of the Growers' Association, these firms are not worrying about the result. If the demand is so great for fruit that they will be unable to procure sufficient supplies then they are quite willing to buy at Oakville or any other place, in which event only the best fruit lines will be taken, leaving on the growers' hands the medium and all other grades below that of the first class.

The annual meeting of the Dominion Master Bakers' Association was held in Toronto on Wednesday, June 17. The principal items of business were the changing of the name of the organization to "The Bread and Cake Manufacturers of Canada," and a discussion on the McNaught Bill, which is to take effect on July 1 next.

The annual meeting usually takes place in August, but it was thought better to hold the convention earlier so as to harmonize the views of the bakers throughout Canada before the bill was enforced. The bill meets the wishes of the bakers fairly well. Whereas in the past the various municipalities passed their own ordinances regulating the inspection and sale of bread, now the Province will look after that matter. One important point considered was whether bakers should raise the price or lower the quality of bread, owing to the Government fixing a standard of one and a half and three pounds. After some discussion it was decided to let the local organizations arrange this to their own satisfaction. The Toronto bakers intend to let the price remain as it is.

One good feature of the bill, so far as the grocers are concerned, is the fact that the bread will in future be inspected in the bakeries. Under the old dispensation a baker might be fined \$50 if every loaf in a whole bake did not come up to the weight marked on each and every loaf, and this sometimes led to an injustice being done. Now there must be ten loaves underweight in a bake before fraud can be charged, and a conviction secured; in which case the fine is \$5 and costs, or, in event of the fine not being paid, 30 days in jail.

A luncheon at the St. Charles was tendered the delegates by the Toronto board and a banquet at McConkey's in the evening was given all those in attendance by the Fleischmann Yeast Co. An interesting event at this latter function was the presentation of a piece of bronze statuary to the secretary, H. E. Trent, by the members of the association for his untiring efforts in its cause.

The following officers were elected President, A. M. Ewing, Hamilton; 1st Vice-President, R. H. Toyle, Kingston; 2nd Vice-President, J. Ruddy, London; 3rd Vice-President, John Fitzgerald, St. Catharines; Secretary, H. E. Trent, Toronto; Treasurer, A. W. Carrick, Toronto. Executive Committee—Z. Hilton, H. C. Tomlin, Toronto; R. Harrison, Woodstock; A. Lees, Hamilton; W. Pratt, Cobourg.

CO-OPERATIVE BILL DEFERRED.

Senate Refers Measure to Department of Justice for Further Information.

The Co-operative Bill, which has been lying before the Senate for some months,

was taken up on Thursday, June 18th, when the Banking and Commerce committee heard Alf. Desjardins in support of the co-operative bill. Among other things he stated that the organization of co-operative societies was the only remedy for usury. In spite of the stringent usury law passed a few years ago, money lenders in Ottawa were declared to be exacting two hundred per cent. interest, right under the shadow of the capitol where the law had been made.

The representatives of the Provinces of Ontario and Quebec were heard in opposition to the bill.

Sir Mackenzie Bowell endorsed the principle of co-operation, but said that he had doubts of the constitutionality of the bill. He offered an amendment to defer action on the bill until it had been referred to the Justice Department for opinion as to whether this bill was in the power of Parliament or reserved to the province. This was adopted.

WAS PIONEER IN CANNING INDUSTRY.

Death of Jacob F. Beringer, Founder of Bloomfield Packing Co.

With the death of Jacob F. Beringer at Picton, Ont., on May 23, passed away one of the pioneers of the canning industry in Canada. A resident of Picton for nearly half a century, Mr. Beringer ranked as one of its pioneer business men. He was born in Albany, New York, in 1838, and on first coming to Picton operated a jewelry business. His next connection was with the Century Soap Co., which manufactured soaps and baking powder for a number of years. Ten years ago he became exceedingly interested in the canning industry, and seeing possibilities of development in the locality, took steps to found the Bloomfield Packing Company's factory in Bloomfield. At the time of its establishment this institution was considered a rather large undertaking in Canada, but later years have proved the wisdom of the movement.

For a score of years Mr. Beringer had acted as American Consular agent of Picton. He was of a cheerful and amiable disposition, met everyone with a kindly greeting and will be remembered with regret by almost every citizen of Picton. He was a member of the Masonic fraternity, the A.O.U.W. and the I.O.F.

Shortly after making his home in Picton Mr. Beringer was married to Mary Owens, daughter of the late Francis Owens. Mrs. Beringer still survives. Their only son, Frank, who is kindly remembered in Picton, died about ten years ago.

The funeral was held on Tuesday, May 26, and was largely attended by friends and business men of the town and locality.

that could begin to compare with it," and he started out with his little sample-case, a box of polish, a rag, and the assurance from the manager that he could find plenty of paper on the retailer's counters with which to make like demonstrations.

Enthusiasm a Large Factor.

The first dealer encountered told him he had "stove polish to burn." But Fuller had it to sell, and with the effect of the manager's demonstration still firing his brain, he was honestly convinced there was no stove polish on earth like his, and he shined papers galore. The fervor of his enthusiasm reflected an added lustre. His customer was forced to admit he had never seen anything like it, and closed by giving him a good order.

In the same way he sold to the next dealer, and the next; in fact, he worked that street from one end to the other, making forty-seven straight sales in three days without a single break. He made every one of those forty-seven dealers believe what he believed himself concerning that stove polish.

Dealer Forty-eight was a stumbling-block, and came pretty near convincing Fuller that salesmanship was a lost art, besides winning a dollar from him on a wager that all stove polish looked and worked alike, backing up his argument with Fuller's own paper demonstration, made with a polish taken from his own shelf.

Stove polish from head to foot, leaving the grocer in much the same condition, Fuller rushed from the store crushed and defeated. He worked the balance of the day with but little success, making a sale to but one in every eight or ten calls. The few orders he did receive were given him as "complimentary," and out of sympathy for his inexperience. His selling-talk, which had been effective principally in his demonstrations, totally deserted him with Number Forty-eight's knock-out blow.

One day Fuller awoke to the fact that he really had a good article. He had proved it by making forty-seven sales without falling down. He asked himself the question: "Why surrender the fine success I have had at the start because of my experience with Number Forty-eight?"

Pulling himself together, he reasoned out that he had convinced forty-seven dealers that his article was good, and that but one had convinced him that it was no good. Having fought it all out with himself, he determined to make a fresh start, buoyed up with the thought that there were any number of Forty-sevens in his territory. He figured out that he had really possessed some good talking-points, but lost them all on Number Forty-eight.

A Story of Development.

Fortified with new faith in himself and the article he was selling, his first three or four calls showed him that his earlier methods were again working perfectly. Being unusually adept, in a few months Fuller had mastered the main essentials of the stove-polish business,

and along with it one of the most valuable lessons in salesmanship—stick-to-it-iveness. The outcome of his initial experience is best told in his own words:

"I stuck at it for several months, and began to get acquainted with the trade, and learned that on the west side of the city there was a firm that made stove polish, but had practically no market for its goods, and less knowledge of how to push them. I determined to go over and see just what the conditions were. Examining the product, I pronounced it O.K., and made a statement to the proprietor that I could sell his goods.

"Drawing up his chair, he began picturing to me the worst side of a business man's career that I have ever heard of before or since. Everything in the world seemed to take on a beautiful indigo color. He sat there with his chin between his knees, addressing me in a manner that plainly indicated that he had completely lost his nerve.

"Young man," said he, "the man is not yet born who can sell my polish. I have been plugging away at this business for eight or nine years, and my goods are on the dealers' shelves in the worst possible condition; the cans are rusted out, the polish is hardened, and there is little left of them but a faded label. It is simply out of the question to attempt to regain my lost prestige in the face of all that."

"While he was outlining his side of a story which too plainly told of a neglected past, I could think of nothing but Number Forty-eight. When he had finished, I asked a few questions relative to what he would do, at the same time thinking of Numbers One, Two and Three, all long the line to Forty-seven.

"The question of my engagement was finally settled on a liberal commission basis, and I got him to agree that in case I should find a few goods of his manufacture on a dealer's shelves in bad condition he would send fresh goods for the bad stock.

"My first day's income was larger by far than anything I had made for any 5 or 6 days' previous effort. I delivered my orders promptly the next morning, but my employer frankly informed me that he did not believe they were honestly taken.

"You can imagine working for an employer of that temperament. I tried to convince him that my orders were honestly taken, and urged him to make an effort to deliver. All the eloquence I could muster failed to move him, until he had sent an insipid three-dollar-a-week clerk around to the dealers to see if the orders were O.K.

"This would not have been so bad had the man who was sent to confirm my work been clever enough to give some plausible excuse for asking such information. Fortune

favoured me, as I lost but two orders through this procedure. Within a week or ten days I had gained the manufacturer's confidence, and he began to look upon the bright side of things.

"A few months later the sun was shining on both sides of the street for him. What little help he did have was putting in full time instead of working two or three days per week, and we all got along nicely. The manufacturer began to see his way clear; to think in the proper channels; to figure that if one man could sell his goods, somewhere on this earth there were other men who could do the same."

Fuller is now the Western sales manager for a large chemical plant, but is still on friendly terms with his Wheelbarrow friend, the stove-polish manufacturer, who has become wealthy, and owns and controls a large factory. His advertised brand is a household word the country over. He gives Fuller full credit for literally pushing him up the highway of success to a point that enabled him to proceed smoothly, and he can now dictate in the matter of opening up new territories when engaging additional salesmen. And he is particular to have only the best.

Concentration Indispensable.

An indispensable requisite to success is concentration, or devotion to one subject. When that subject is faithful, well-rounded service to one's house, the reward is certain. The man who would do one thing well must not attempt a dozen things, however attractive or inviting. The salesman who would get to the top of his profession must single out each day's work, and into that must pour the whole stream of his activities—all the energies of his hand, eye, tongue, heart and brain. The salesman of single and intense purpose, he who is not tempted with seductive side-line offers, who believes that his house will pay him just as much salary when the proper time comes as has been offered by a neighboring house to entice him away, is the salesman who will accomplish lasting results and is everywhere in demand.

A salesman may be able to show great bursts of speed, but if he runs first forward and then backward, to the right and to the left, with periodical fits of looping the loop in between, he will wind up some day by missing the gap altogether.

The work of a salesman is to sell goods. No salesman has ever yet made his mark in the world of salesmanship who was not possessed with a master passion to see his sales climb higher and higher with each bulletin issued from the sales department.

Fight When on Your Back.

Allan Wilson says: "Fight hardest when you're on your back. Many a down-and-outer would be an up-and-inner if such action had governed them at the crucial times of their careers."

Mr. Wilson tells a good story of the awakening of "Scherer the failure." Scherer was a failure. He was a miserable sort of a failure. Such a failure

was he that his employer told him he was a failure, before all the other salesmen on the force.

Scherer had conducted a small business of his own. Then he became the general agent for his county with the house of the man who later called him down. But it was a small post at best, and so he came into the general office, determined to make a big place for himself on the road.

"Well," said the manager of the sales department, "we haven't got anything against trying a new man."

"But I'm not exactly a new man, Mr. Manager," said he. "I've handled the firm's line for the last fourteen months in Wheatville County. I've sold goods in

"Well, it's a little different on the road," replied the sales manager, "but we can find a territory for you, all right."

So they gave him a territory, and a fairly good one, and Scherer tugged his sample cases to the depot and tried hard to be a real salesman. He was good where he was acquainted and where the house was known. When it came to getting new business he fell down completely. He made a dozen towns in a week, and failed to land one single order; then he got discouraged, and for a week tended only to fixed trade. And when he was turned down he took it to heart.

He managed to hold his position, but continued to be a failure for four long years. Then, as was his custom, his employer held in his private office a reception for the salesmen of the firm.

The Awakening of a Failure.

Everyone was feeling good and mutual expressions of respect and appreciation passed freely about. Times were good, and Scherer's employer was happy in his attitude toward his men. He told them that never had he been so well served by any set of salesmen in his entire career, that never had the firm done so much business, and that never were the promises of the future so bright and rosy. Not a salesman on the staff but had done himself proud, he said.

Then his eye fell on Scherer the failure, over in the corner. The iron in his employer's soul was touched. "That is," he said, "with one exception, Mr. Scherer, who is our weakest salesman, has failed, as customary, to do justice to the firm and to the territory which he travels. However, the other men have done so well that the handicap of one weak man scarcely has been felt."

Scherer never knew how he left the office that day. He went home and sat with his hands in his lap, forcing himself to realize just what the head had said to him. Then he became terribly ashamed. Also he was angry, as men grow angry in silence and alone when they have unpleasant thoughts, and he swore considerably. He didn't sleep that night. He lay awake and cursed himself and his employer with great impartiality.

He was in the city for a week's rest, but the next morning found him packing his trunks and cases for the road. He was on the road all the next day, and at nightfall he walked into the office of a man who had twice before refused to see him. The man each year

bought goods of the kind he was selling to the extent of \$50,000. This time Scherer walked past the office boy and presented his card himself.

"Mr. Blank, I've come to sell you some goods," said Scherer. "You can't afford to stop me from doing it. Will you give me some time now, or shall I call later?"

The man tore the card into bits. "Damn it," he roared, "where are those office boys?"

"Outside," replied Scherer, calmly. "There was only one. I stuffed him under a bench when he tried to stop me. And here's another card. Now do you think I've got a proposition that can interest you?"

The man looked carefully at the new card and laid it down.

"What's your proposition, Mr. Scherer?"

"Whew! What in the world's happened to Scherer?" said the sales manager two weeks later. "He must have gone crazy. Why—why, he's actually got the record for the sales of last week."

He carried his discovery over to the head, and the old man smiled grimly. "Scherer? Oh, yes. Well, you never can tell what a horse can do until you've tried your hardest whip on him."

"Stick to Business" a Good Rule.

The old saying, "Stick to your business, and your business will stick to you," is the only safe rule for the man who believes that salesmanship is a hop, skip, and jump game, requiring little practice and less brains. We boys used to amuse ourselves with that pastime during recess at school. The hop and the skip looked easy enough on the face of it, and the most awkward of us got along so far without losing our equilibrium or our bets. But the real test came in making the jump. No one could foretell the result of the jump. Balanced on one foot, the spring was made, which ended for most of us amid hoots of derision from our schoolmates. It hurt our feelings and dampened our ardor more than did the header we had taken. It was an exhausting practice, that consumed our energy and our enthusiasm, and how is success possible without enthusiasm?

In urging the importance of sticking to the business of our profession, I do not mean that any man should be a mere salesman, lest he become a one-wheeler on the barrow plan.

The profession of salesmanship has its peculiar tendencies, which more or less dwarf those that devote themselves to it on a narrow-gauge scale, hampering and preventing them from attaining a well-rounded, healthful and whole-souled sphere of usefulness. Is not the mechanic in many cases but an animated machine? Does not the salesman too often get a one-wheeled idea of the road, forgetting that the coach in which he travels is built on eight? And do not his indolence, lack of tact, and lack of practical methods give rise to the idea that salesmen are born and not made?

Selling-success cannot be accomplished with one wheel, two handles, and a prop. Every salesman ought to be something more than a spoke, a cog, or a pulley in our great commercial machine.

Think it over, Brother Wheelbarrow, and determine that it is worth while to be a salesman, cultivating and developing, so far as you can, all your ener-

gies on a four-wheeled plan, and then expend your chief labors on getting there by the sole aid of your own motive power—educated enthusiasm.

(To be Continued.)

'T WAS THE AD THAT DID IT!

The travelers of a wholesale house in Montreal had been calling continually on a leading retailer in the City of Quebec, but never could interest him. He was wedded to another house, with whom he always dealt generously. The Montreal wholesale house was advertising a special white shirt in the Dry Goods Review. Their traveler called as usual on the Quebec retailer, but received a polite "No thank you" in answer to a request to look at the traveler's samples at the Chateau Frontenac. But just as he was going out the door, making a mental note of another disappointment, the manager of the store called out "By the way, is it your firm that is advertising a special dress shirt?" "Yes," the traveler replied. "Alright, I will go and look at the samples." Before he left the Chateau, the retailer had not only ordered a line of shirts but gave him an order for a number of other things; and this was the beginning of a good business that has been held ever since. Just shows how trade paper advertising helps the traveler.

Something worth knowing about!

MAPLE SYRUP

a sweet, wholesome pleasant syrup can be made from cane sugar at 3c. per lb. But the original Maple Syrup with its strong pronounced flavor and natural medicinal properties, can be had in "Small's Brand." Double the strength of the many mild brands now offered, and pronounced by experts to be the standard, in that they have awarded same Gold and Silver medals and firsts in all countries.

At all jobbers.

CANADA MAPLE EXCHANGE LTD.

Montreal.

TRADE MARK
Small's

Canned Goods Fruits and Vegetables

The New prices on Canned Fruits and Vegetables have just been issued and they are very low. We are in receipt of a large quantity of orders and we guarantee all those who will send in their orders before the First of July, against any decline in price.

Prices are from 25% to 30% lower than they were last year.

Send your orders without delay for

Canned Fruits

Apples
Apricots
Cherries
Peaches
Pears
Pine Apples
Prunes
Raspberries
Strawberries

Canned Vegetables

Tomatoes
Peas
Green Beans
Asparagus
Corn
Spinage
Pumpkins

"Soleil Brand" Canned Vegetables

Giant Asparagus
Whole Asparagus, Extra
Asparagus Tips
Artichoke Bottoms
Spinage
Medleys of Vegetables
Cut Carrots
Celery Ribs
Whole Celery

On hand large stock of Canadian and Imported
Canned Goods, canning of 1907.

BARBADOES MOLASSES "CHOICE" and "FANCY"

Our third and last shipment of Barbadoes Molasses, "Choice" and "Fancy" brands will arrive here on or about the 15th of July. Those who have not yet placed their orders please take notice

We are prepared to make a considerable reduction in price for car lot orders.

For prices, quotations and further particulars, write, telephone or wire at our expense.

LAPORTE, MARTIN & CO., LIMITED

Wholesale Grocers and Wine Merchants

562-568 St. Paul St., - - - MONTREAL

O'MARA'S BACON

**I GUARANTEE FIRST-CLASS
GOODS & PROMPT SHIPMENT**

HERE IS A LETTER JUST TO HAND:

Ottawa, June 6th, 1908

Dear Sir:

"I have received the goods and you have received the money, and I thank you for prompt delivery and good quality."

Yours very truly,

F. SCHILLING.

QUOTATIONS CHEERFULLY GIVEN

JOSEPH O'MARA

PORK PACKER

PALMERSTON, - - - ONT.

FOR THE HOLIDAY DOMINION DAY

Cooked Hams
Potted Tongue
Potted Hocks
Bologna Sausage

Order now—mail, telegraph or telephone,
or to our travellers.

F. W. Fearman Co.

Limited

Hamilton, Ont.

Sell the Best



"Canada
First"

Brands
Evaporated
Cream
and
Condensed
Milk

Prepared in Modern Sanitary Factory.

Manufactured and Guaranteed
by

The Aylmer Condensed Milk Co.

Limited

Factory, Aylmer, Ont.

Sales Office, 39 James St. South, Hamilton, Ont.

Here Is a Market Tip!

STOCK
RYAN'S
SHORT
ROLL
BACON!

It is a sure and fast seller, being uniformly
tender and delicious and moderate in price.
Made only from very carefully fed young
hogs.

ASK FOR PRICES!

The WM. RYAN CO.

LIMITED

70-72 Front Street East

TORONTO, - ONT.

Dairy Produce and Provisions

CHEESE AND BUTTER BULLETIN

Montreal, June 25.

It is certainly gratifying to observe the continued good receipts of cheese and now it may be hoped that we will soon be ahead of the record for 1907. This is very satisfactory in view of the fact that the start of the season was not as encouraging as it might have been but now any doubt about the probability of 1908 being an exceptionally good year has pretty much disappeared. In our last weeks bulletin we quoted the words of a recently returned visitor to the Old Country. He expressed the fact, or so-called fact, that Canada's day in the English Cheese market was about over owing to the better attention paid to Englishmen's wants and requirements by the New Zealand and Australian exporters. At the time this gentleman's words sounded a bit pessimistic, but in any case they contained a sufficient amount of truth to convey a warning to the Canadian shippers who have neglected the requirements of the market.

It has been pointed out by Mr. Rud-dick that the excessive amounts of cheese which have been offered in the British markets has been due to the fact that in New Zealand many of the factories which formerly made butter are now making cheese, finding the manufacture of this commodity more remunerative. So many factories producing butter turned into cheese factories that at the present time butter is again beginning to attract their attention and it is predicted that they will not have so much time to study the English requirements but will be kept busy supplying their own market.

All this goes to prove the contention that the milk supply has not increased in New Zealand but has rather fallen off if anything and up to the present nearly all the milk supply has been turned into cheese. This lop-sided production has led to its prominence in the British markets. Here it may be said that the volume of a country's export business cannot always be taken as a criterion of its prosperity from the very fact that its internal progress may be so great as to keep everyone busy without thinking about cultivating any outside patronage. Receipts during the week have been good, the Board of Trade returns showing the following figures: For the week ending June 20, 1908, 76,183 boxes against 98,956 boxes for the corresponding week of last year. For the season of 1908 up to June 20, 1908, receipts stood at 287,740 boxes against 362,550 boxes for the same period of last year. Shipments were as follows for last week: From Montreal, 80,193 boxes as compared with 52,881 boxes for the corresponding week of last year.

Total shipments from Montreal since May 1, 274,188 boxes against 342,776 boxes for the same period of 1907.

The latest quotations of cheese are: Ontario, 11 $\frac{1}{2}$ -12; Townships, 11 $\frac{1}{2}$ -11 $\frac{3}{4}$; Quebec, 11 $\frac{1}{2}$ -11 $\frac{3}{4}$. Cornwall has agreed with Retail Merchants' Association upon regular day for holding sales. The day selected was Friday.

Butter, like cheese, has gone forward owing to higher prices in the country. The supplies arriving while plentiful, are not quite as good as a few weeks previously. Finest Eastern Townships is worth, according to latest quotations,

24-24 $\frac{1}{2}$; Quebec sections, 23 $\frac{1}{2}$ -23 $\frac{3}{4}$; Ontario dairies, 20-21c. It is thought that the fine pasturage which the cows are enjoying will more than compensate for the shortage in cows. The make is increasing and is of a very high quality. Receipts were for the week ending June 20, 1908, 19,964 packages against 18,403 packages for same week last year and seasons up to date compare as follows: 76,003 packages for 1908 and 90,343 packages for 1907.

Exports for last week were 7,751 packages against 1,874 packages for same week last year and the season's record is 11,486 packages against 1,793 packages for 1907.

THE PROVISION SITUATION

Toronto, June 24, 1908.

A sudden strengthening of bacon prices in England and a consequent improved tone in local circles is the feature in the Canadian packing industry this week.

Quotations on the British market have advanced from 6d to 1s, and this, being unexpected, will have a stimulating effect on business here. The reason for this advance has not been stated, though it seems probable that the somewhat lighter exports of Danish and American bacon for the past two or three weeks have allowed the market to clear to some slight extent.

Last week the Danish "killings" were 38,000, which is a good average, though far below some of the heavy "killings" reported for some weeks earlier in the year. The American shipments, too, were fairly light so that on the whole the situation seems to offer an opportunity for rather more business to be done by Canadian houses than has been possible for some weeks.

As a result of the firmer tone, prices for hogs have suffered about 15 cents above last week's quotations. Packers are trying to buy at \$6.10 to \$6.15, f.o.b., but the general price is a little higher. The advance is contrary to expectations last week, when lower prices seemed probable. Deliveries during the week were fairly heavy, though the quality was none too good.

Conditions prevalent in the American markets are summarized in the following from the New York Journal of Commerce:

The past week has been characterized by more strength and activity in the option market for hog products, but it has been a forced movement by the packers apparently to enable them to sell futures against their current production. Consumption of meats has improved and prices have advanced $\frac{1}{2}$ c or more on

hams and less on bacon, with a little better Southern and domestic demand for both, but other products have not improved in demand either home or export, and lard has been especially neglected. Stocks are not decreasing, except in meats and prices are higher for a bull movement, which was begun too early in the season for hard times, whereas low prices during the winter season might have reduced stocks to a point where a bull movement now would have been in order. The supply of hogs recently has fallen off and for the week has been 100,000 behind last year, but a good deal of it is due to the floods in the West, Kansas City having received none for fully a week, while St. Louis ran light and even Omaha was somewhat affected.

PROVISION MARKETS

MONTREAL

PROVISIONS—Canadian short cut mess pork has gone forward 50c. The stronger feeling in pork is due to advance in prices of Canadian goods in foreign markets and small supplies coming forward here. The demand for provisions during the week has been very good dealers having been kept busy with a goodly supply of small orders. There has been a marked absence of large wholesale commands.

Lard, pure tierces	0 11 $\frac{1}{2}$
" " 55-lb. tubs	0 12 $\frac{1}{2}$
" " 30-lb. pails, wood	0 12 $\frac{1}{2}$
" " cases, 10-lb. tins, 50 lbs. in case	0 12 $\frac{1}{2}$
" " 5-lb.	0 12 $\frac{1}{2}$
" " 3-lb.	0 12 $\frac{1}{2}$
Lard, compound, tierces, per lb.	0 09 0 09 $\frac{1}{2}$
" " tube	0 08 0 09 $\frac{1}{2}$
" " 30-lb. pails, wood	0 09 0 09 $\frac{1}{2}$
" " 20-lb. pails, tin	0 09 $\frac{1}{2}$
" " cases, 10-lb. tins, 50 lbs. in case	0 09 $\frac{1}{2}$ 0 10
" " 5-lb.	0 08 $\frac{1}{2}$ 0 09 $\frac{1}{2}$
" " 3-lb.	0 08 0 10
Wood, net; tin packages, gross weight—	
Canadian short cut mess pork	22 50
Canadian short cut clear	21 50
American fat back	22 50
Breakfast bacon, per lb	0 13 0 15
Hams	0 12 0 13
Extra plate beef, per bbl.	17 50

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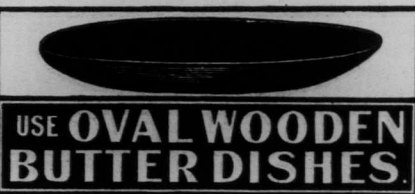
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MONTREAL

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BUTTER—The butter market is higher this week, 23½c to 23¼c being paid at the boards on Saturday. Local trade is somewhat quiet, and it is thought present prices will not be maintained for long. The prices exporters are obliged to pay is higher than they can realize, consequently exporting has fallen off again. Receipts are large, owing to fine natural conditions existing in the country.

Fresh Creamery, solids, 10..... 0 24
prints, lb..... 0 24½
Dairy, tubs, lb..... 0 19 0 21

CHEESE—The cheese market is higher this week owing to better prices in the country. Receipts are good. Good weather brings good pasturage and then the make increases in volume. The export trade is very good. Prices at the country boards run from 11½c to 11¼c. The local demand has been good.

Cheese, old..... 0 15 0 15½
" new, large..... 0 12 0 12½
" " twins..... 0 12½ 0 13

EGGS—The market has displayed considerable weakness owing to the continued large supplies arriving, and the fact that a large proportion of them are bad. The continued hot weather has had a bad effect on the quality of eggs, and as a reflex the price has suffered. The demand, although good, is not up to the last few weeks. Supplies are not quite as large as they were during the past few weeks. Prices locally are easier.

New laid..... 0 17 0 18
Ordinary candled..... 0 16 0 17
No. 2 Eggs..... 0 14 0 16

HONEY—This market remains featureless. Demand is very light, and stocks are small.

White clover comb honey..... 0 14 0 15
Buckwheat, extracted..... 0 09 0 11
Clover, strained, bulk..... 0 10 0 13

TORONTO.

PROVISIONS—Business generally is above normal and though prices remain much the same as a week ago, there is an indication that the market is improving. Bacon lines were in demand during the warm days and for the next few weeks are expected to be the feature of the market. A further slight decline in lard is expected soon. Hams are about the same as last week and are rather firm.

Long clear bacon, per lb..... 0 10½ 0 10½
Smoked breakfast bacon, per lb..... 0 14 0 15
Roll bacon, per lb..... 0 10½ 0 10½
Light hams, per lb..... 0 13½ 0 13½
Medium hams, per lb..... 0 13 0 13½
Large hams, per lb..... 0 12 0 12½
Shoulder hams, per lb..... 0 09½ 0 10
Bacon, plain, per lb..... 0 12 0 12½
" pes meal..... 0 17 0 17
Heavy mess pork, per bbl..... 18 50 19 00
Short cut, per bbl..... 22 50
Lard, tierces, per lb..... 0 11½ 0 11½
" tubs..... 0 11½ 0 11½
" pails..... 0 19 0 19
" compounds, per lb..... 0 8½ 0 09½
Plate beef, per 200-lb. bbl..... 15 00 15 50
Dressed hogs..... 0 8 0 08½

BUTTER—Prices continue rather high for this commodity, and firmness is noted in all grades. Supplies are not so free this week. Demand is good and packing is being done on all sides. The hot weather was expected to pull down the price, but so far this has not happened. Just now there is competition by buyers in the country, and farmers do not appear very anxious to sell unless at their own price.

Per lb.
Creamery prints..... 0 22 0 24
Creamery solids..... 0 21 0 22
Farmers' separator butter..... 0 20 0 21
Dairy prints, choice..... 0 19 0 20
" " ordinary..... 0 18 0 19
" tubs..... 0 17 0 18
Bakers' butter..... 0 15 0 17

EGGS—Slightly higher is the price for

first grade eggs this week. Packing continues to be done by some firms, though only about two-thirds the quantity of a year ago. Competition in buying exists, as in the case of butter.

Eggs, new laid..... 0 17½ 0 18½

CHEESE—Offerings are a little freer, but prices are unchanged owing to the little demand. More and more the new cheese is displacing the old, which latter is firming up all the time. Prices are as last week.

Cheese, large, prime old..... 0 14
" " new..... 0 12 0 12½
" " twins, new..... 0 12½ 0 13

POULTRY—Practically nothing is being done now the hot weather has arrived. Dealers are not placing a price on dead fowl, owing to the difficulty of keeping it, and only for special orders is it handled at all. Prices remain as a week ago, except in the case of old hens, which are arriving freely and are quoted at 2c less.

Spring chickens, per lb..... 0 25 0 30
Hens, per lb..... 0 08
Ducks, per lb..... 0 12 0 14
Turkeys, per lb..... 0 11 0 13

TO ORGANIZE SALMON CANNERIES

Movement to Associate All Factories in British Columbia.

An advice from a correspondent in Vancouver says that a movement is on foot to organize all the salmon canneries in the Province under one association. The object is to divide expenses and to place the industry in the Province on a more satisfactory basis.

The Fraser River Cannery Association, organized for some years, has done good work, but in off years when only a few of the plants are in operation, those lying idle are forced to pay their share of the expense and trouble has arisen. It is believed that if all the canneries are in one organization the proportionate burden would be comparatively light, and that the association would be mutually advantageous.

AN ENGLISH VISITOR.

Harold B. Cox, of J. & G. Cox, gelatine manufacturers of Edinburgh, is at present in Canada, partly on business bent, but mainly as a student. Mr. Cox is a retired officer from the Royal Horse Artillery and he served through the South African campaign. He came to the conclusion that his duty lay in commerce. He has, however, decided to give a certain amount of his time to public affairs as do so many of the important men in the United Kingdom, and is the tariff reform candidate for one of the Edinburgh divisions. He secured many important arguments in favor of this policy.

John Turnbull, late manager of the Nasmith Co. Toronto, has bought the bakery business of Dale & Harkes, Toronto.

F. F. Dalley and Mrs. Dalley, of the F. F. Dalley Co., Hamilton, left last Thursday for an extended trip to Great Britain and the continent. They will be absent about three months.



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F. E. MUTTON, Canadian Manager

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Be prepared for the demand this will create.

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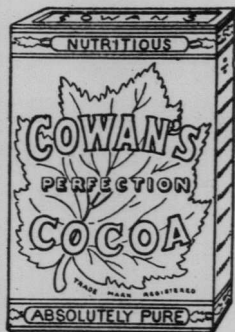
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The crop co have ha and flou celerate all kind farmers are rust terial di

As a a drop ing the weeks a tario ha bag, the little fir The de terially ready tl above th decline v favorabl tario fir Britain creased l bank at will into will, un pers' bus

FLOU ora are \$5.50, in lines ren ing the "Hand t condition week.

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ROLLE fine, stan quoted a stronger, five cents tions for cheaper, There has during th

Fine oatmeal. Standard bat Granulated Gold dust oorr White corname Rolled oats, 25 " bb

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Ontario bran.. Ontario shorts Manitoba sho " bran Mouillie, millie " strai Feed flour....

FLOUR— plies have and a decl noted this main at p

SOMETHING REGARDING GLUTEN.

Do you know anything about the nature of gluten? Well, spend ten minutes and find out—not all about it, but something about it. Obtain a heaping tablespoonful of white flour. Add a little water to it in a saucer and dough it into a compact ball. Turn on the tap in the sink and let the water drip from your hands as you roll the ball between your palms. The ball will grow less and less, and the water will be white with starch cells held in suspension. In ten minutes more or less, the water will run clean and clear and you appear to have a nodule of yellow, firm vegetable gum, which you are tempted to call "pure" gluten. Become a gum chewer for once and keep a-chewing for a couple of hours. At the end of this time the quantity of gluten is less than when you took it from the

hydrant. What has happened? You have simply mechanically crushed and broken the gummy mass, exposing the infinitesimally fine starch cells to the moisture of the mouth and the washing out of the raw insoluble starch has continued, just an extension of the sink washing process, with greater me-

chanical elaboration to expose the entangled starch cell. Now take the piece of gluten to an analytic chemist. When his report comes in you read "starch 15 or 18 or maybe 20 per cent., gluten 85, 82 or 80 per cent." and begin to appreciate for the first time what real gluten is.—Scientific American.

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FRUITS, VEGETABLES AND FISH

Canadian Fruits to the Fore—Cherries and Gooseberries—Imported Lines Coming in Freely—Vegetables and Fish in Good Demand.

The Canadian markets are now being devoted principally to handling Canadian fruits. The strawberry season is in full swing, and before consumers are yet accustomed to this first fruit cherries have made their appearance. A few cranberries are noted at some centres.

Imported peaches and plums are making a bid for popularity with the more staple orange and banana, and are going off fairly well. Fruit dealers report excellent business being done and believe that with the abnormal crop this year a new record will be established, despite the fact that numerous complaints of "hard times" were heard earlier in the year.

Vegetables and fish lines remain much as they have been for the past couple of weeks, and good business is being done.

MONTREAL.

GREEN FRUITS—The price of bananas remains close around \$2. One house, which makes a specialty of bananas states that their trade is in advance of any previous year in this fruit. Cocoanuts have declined 50c, now being quoted at \$4. Valencia oranges have advanced about \$1.50. Canadian strawberries are coming down in price, now being quoted as low as 10c per basket. Apricots, peaches and plums have dropped 50c. in 4-basket crates. The week has been a fairly good one in the fruit trade.

Bananas, fine stalks.....	2 01	2 10
Cocoanuts, new, per bag.....	4 00	4 00
Lemons.....	1 25	3 00
Navel oranges.....	4 00	4 50
Potato Rico oranges, box.....	2 50	2 50
Valencia oranges.....	5 00	6 00
Pineapples case.....	3 10	3 25
Strawberries Maryland, qt.....	0 10	0 12
Strawberries, Canadian.....	3 75	6 00
Apples.....	2 50	2 75
Porter's oranges.....	1 50	2 00
Apricots, 4 basket crate.....	1 50	2 00
Peaches, ".....	1 50	2 00
Plums, ".....	2 10	2 50

VEGETABLES—The vegetable market has remained as constant during the last week as it has perhaps at any time during the past year. Practically no barrel cabbage is left on the market, and the price of the new has not altered since the last quotation. Florida tomatoes (crates) are very scarce, being pretty well off the market. There were a few big lots of potatoes sold last week at 80c on track, but in ordinary amounts Green Mountains are bringing \$1 per bushel. There has been a very good demand during the week.

Parsley, per doz. bunches.....	0 35	0 35
Sage, per doz.....	0 40	0 40
Savory, per doz.....	0 40	0 40
Turnips, per doz.....	0 75	0 90
Celery, doz.....	0 75	1 50
Water cress, large bun hes, per doz.....	3 25	3 25
Spinach, bbl.....	3 00	3 50
Green peppers, crate.....	2 50	3 00
Boston hot house cucumbers, basket.....	1 50	6 00
California asparagus bunch.....	1 05	1 10
Potatoes, per bag.....	0 75	1 00
Sweet Potatoes basket.....	0 75	1 00
Beets bag.....	0 80	0 75
Carrots, bag.....	1 00	1 50
Texas tomatoes 4 basket crate.....	0 70	1 05
Tomatoes, hot house, per lb.....	0 70	1 05
Spanish onions, small crates.....	3 00	3 00
" large crates.....	0 75	0 75
Canadian onions, lb.....	0 03	0 03
Egyptian onions.....	0 02	0 02
Boston lettuce, hot house, per doz.....	1 20	1 20
Radishes, doz.....	0 30	0 30
Canadian parsley, doz.....	0 25	0 35
Mushrooms, per lb.....	0 75	0 75
Horse radish, per lb.....	0 15	0 15
Beans, green, basket.....	3 25	1 50

French beans, wax.....	6 25	6 50
Egg plant, doz.....	2 50	2 50
California cauliflower, per crate (f 16).....	4 00	4 00
New cabbage, crate.....	2 25	2 25
Florida Celery crate.....	2 75	3 00
New potatoes green mountain, b g.....	0 81	1 00

FISH—The season for Gaspe salmon is now on, and the price is low. Halibut and haddock are in good demand. Pike and whitefish have advanced slightly, now being quoted at 7c and 10c respectively. Mackerel have advanced two cents since last quotation, now being quoted at 10c. Other lines remain the same as last week. The demand during the week was fair.

Fresh and Frozen Fish.	
Brook trout, lb.....	0 10
Haddock, per lb.....	0 14
Fresh halibut.....	0 09
Mackerel, ".....	0 10
Dore, ".....	0 11
Steak c d.....	1 07
Fluke, lb.....	0 07
Whitefish, lb.....	0 05
Flounders lb.....	0 48
Shad, each.....	0 25
Striped Bass, lb.....	0 12
B. C. salmon, lb.....	0 12
Qualla Salmon, lb.....	0 09
Gaspe Salmon.....	0 16
Lake trout.....	0 10
Smoked and Salted—	
Haddies, boxes, per lb.....	0 07
Kipper Herring, 50 in box.....	1 00
Yarmouth Blockers, per box.....	1 10
Prepared and dried—	
Shredded cod, box of 2 dozen cartons.....	1 81
Skinless cod, 100 lb. cases.....	5 10
Strictly boneless pure cod, boxes.....	0 08
Boneless cod, 20 lb. boxes.....	0 05
Boneless fish, 20-lb. boxes, blocks.....	0 06
Boneless fish, 25-lb. boxes, per lb.....	6 01
English strip cod 30 lb boxes per lb.....	0 09
Cod bits, 3 lb boxes, per lb.....	0 07
Oysters and Lobsters—	
Malpeques, bbl.....	5 00
Standards, bulk, per imp. gal.....	1 50
Standards quart tins, sealed.....	0 40
Paper pails, 10", pint size.....	1 10
" 100, quart size.....	1 50
Pickled fish—	
No. 1 Mackerel, 20-lb. kitta.....	1 75
Green cod, large lb.....	0 04
Green cod, 1 lb.....	0 03
Labrador Salmon, 1-bbls.....	8 50

TORONTO.

GREEN FRUITS—The Toronto fruit warehouses are better able to handle business now that the summer fruit market is open. Of course it means that larger staffs must be employed, but the merchants are prepared for this and are calling in their travelers and buyers to help handle the goods and look after the welfare of customers. Canadian fruits now have the run. Strawberries of Al quality are coming in from the Oakville district in large consignments and cherries from the Welland district, too, are being received. A few crates of imported raspberries were seen. These are retailing as high as 25 cents a quart. One basket of Canadian gooseberries from St. Catharines were regarded somewhat as a novelty. Prices of imported staple fruit have declined with the advent of California and Georgia fruits. Nearly every line has been reduced in price.

Oranges, Valencias, cases.....	4 80	4 75
" Bahamas.....	2 00	2 20
" Mediterranean sweet, box.....	3 50	4 00
" Paterno Ovals, ".....	2 00	2 25
" Blood, half boxes.....	2 00	2 00
Lemons, California, November cut.....	2 50	3 00
" Messina, new crop.....	2 25	3 00
Bahamas, 80's, 96's, 112's, box.....	2 00	2 50
Apples, No. 1 winter fruit, fancy aples.....	5 50	5 50
" No. 2.....	2 25	3 00
Bananas Jamaicas, eights.....	1 51	1 75
" Jamaica firsts, per bunch.....	1 75	2 25
" Jumbo bunches.....	2 00	2 25
Pineapple, Florida.....	2 75	3 50
" Cubans.....	2 50	3 50
Strawberries, qts., Canadian and imported.....	0 01	0 01
Rhubarb, Canadian per doz.....	0 15	0 25

Canadian Strawberries

are now coming in freely. Can furnish you at lowest market price

Have to arrive this week

- 3 cars Florida Pineapples
- 4 cars Cuban Pineapples
- 5 cars 4 Basket Crate Tomatoes
- 2 cars California Fruit
- Peaches, Plums, Apricots
- 3 cars late Valencia Oranges
- 1 car Medit. Sweets
- 2 cars Watermelons
- 2 cars Bananas

Also lots of other goods. Send in your orders. They will be well looked after.



23-27 Church St., TORONTO

A PIECE OF CHALK

Time was when a piece of chalk was the accountant's most approved instrument. When a charge was made it was "chalked up." When it was paid it was rubbed out—and there you are. Easy enough, but—

Allison Coupon Books



are just as simple. And ten thousand merchants in America and foreign countries consider them better.

Give them a trial. Begin in a small way if you like, but TRY THEM and see for yourself how much better they are than any other method of accounting.

The Plan :

If a man wants credit for \$10.00 and you think he is good for it, give him a \$10.00 Allison Coupon Book, and have him sign the receipt or note form in front of book, which you tear out and keep. Charge him with \$10.00—no trouble. When he buys a dime's worth, tear off a ten-cent coupon, and so on until the book is used up. Then he pays the \$10.00 and gets another book. No pass-books, no charging, no lost time, no errors, no disputes. Allison Coupon Books are recognized everywhere as the best. For sale by the jobbing trade everywhere.

Manufactured by

Allison Coupon Co.

INDIANAPOLIS, IND.

Cocuanuts, per sack	4 50
Caerries, California, box	2 00
" Canadian, basket	1 25
Watermelons	0 40
Limes, per 100	1 25
Cantaloupes, California, crate	6 50
Grape fruit, Bahama, box	3 00
" California, box	4 00
" Florida, box	4 00
Apricots, California	1 50
Plums, "	1 50
Peas, he., "	1 50
" Georgia	2 00

VEGETABLES—Prices generally remain firm and unchanged. Imported lines are slightly higher in the scarcer varieties, while Canadian vegetables are perhaps a few cents easier. Water cress and greens are coming in freely and are nice fresh stock.

Celery, Canadian, per doz	0 30	0 40
Lettuce, imported "	1 00	1 25
Lettuce, Canadian, doz	0 25	0 10
Cucumbers, Canadian, per doz	1 25	1 00
Cucumbers, Florida, per hamper	2 00	2 00
Tomatoes, Texas, per crate	0 50	1 10
Mushrooms, per lb.	0 80	0 80
Fishes, per doz., Canadian	0 30	0 30
Spinach, Canadian, bush	0 50	0 75
Asparagus, Canadian, per basket	1 75	2 00
Beets, dozen bch	0 75	0 75
Egg plant, case	3 00	3 00
Beans, wax, per hamper	2 10	2 10
" white	1 77	1 77
" lima, per lb	0 06	0 07
Peas, new, hamper	2 01	2 01
New Brunswick Delaware, per bag	1 00	1 00
Potatoes, Canadian, per bag	0 90	0 90
" new, hbl., Virginia	4 00	4 50
" new, Texas bush	1 25	1 50
" Bermudas, per bush	3 00	3 00
Sweet Potatoes (Jersey), per bbl.	3 00	4 00
Onions, Bermudas, per 50 lb. crate	1 25	1 50
" per bag	1 45	1 5
" green, per doz., Canadian	0 15	0 15
" Egyptian, per sack	2 40	3 00
Cabbage, new, per crate	1 75	1 75
Carrots, new, imported, per doz. bunches	0 80	1 10
Parsley, per doz.	0 20	0 20
Watercress, doz.	0 60	0 60

FISH—Not much change is noted since a week ago. Mackerel is off and haddock has advanced a cent. Fresh lake herrings are coming in freely and all other lines of fresh and sea fish are in fair demand. Business is good and dealers are satisfied.

Perch, large, per lb.	0 06	0 07
Blue pickerel, per lb.	0 05	0 07
White fish, Georgian Bay, per lb.	0 09	0 09
Herring, medium, per lb.	0 06	0 06
Whitefish, Lake Erie	0 10	0 10
Cod, fresh	0 08	0 08
Finnan Haddie	0 07	0 08
Trout, fresh, per lb.	0 09	0 09
Ciscoes, per basket	1 00	1 00
Halibut, fresh caught	0 10	0 10
Shredded cod, per doz.	0 90	0 90
Live lobsters	0 18	0 18
Bluefins, small white, per lb.	0 07	0 07
Haddock, fresh	0 07	0 07
Lake Herrings, 1/2 bbl	3 00	3 00
Sturgeon, per lb.	0 12	0 18
8 & salmon	0 18	0 18

TORONTO FRUIT MARKET OPEN.

The Toronto summer fruit market, in the old Great Western Railway station, at the foot of Yonge Street, reopened for the season on Monday last, June 22. The G. T. R. has enlarged and remodelled the old structure and treated it to liberal doses of paint and white-wash. The partitions have been removed and the interior now looks bright and airy. The commission men are pleased with the new arrangement and already all the floor space has been taken. The tracks will accommodate 16 cars at a time, and since the opening of the market they have been pretty fully occupied by loaded fruit cars. When the pavement approaches are completed the new market will present a smart, business-like appearance.

R. Stewart, formerly a Hamilton grocery traveler, who has been in Texas for some time for the benefit of his health, called at the Toronto office of The Grocer on Monday.

Fruit for Dominion Day

Prepare for your Town's Celebration by ordering a good assortment of

CALIFORNIA

PEACHES
PLUMS
APRICOTS

CANADIAN

STRAWBERRIES
CHERRIES, ETC.

First arrival of New Verdelli Lemons. Several cars Bananas, Oranges, Pineapples, Tomatoes.

Your Order Solicited

WHITE & CO., Limited

Toronto and Hamilton

LOOK ON THE BOX

Verdells

If you see

Now due

"ST. NICHOLAS" or "HOME GUARD"

Packed by **FRANC TRACUZZI**

You're in right

W. B. Stringer & Co., Sole Agents, Toronto

Seasonable Goods

Canadian Strawberries
Florida Water Melons
California Late Valencia Oranges
(Celebrated Golden Orange Brand)
Fancy Ripe Bananas
Texas and Canadian Ripe Tomatoes
Southern and Canadian Cabbage and Cucumbers

HUGH WALKER & SON
GUELPH, ONT.

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

Classified Advertising

Advertisements under this heading, 2c. per word for first insertion, 1c. for each subsequent insertion.

Contractions count as one word, but five figures (as \$1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements in no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

Yearly Contract Rates.

100 words each insertion, 1 year.....	\$30 00
" " " 6 months...	17 00
" " " 3 months...	10 00
50 " " 1 year.....	17 00
" " " 6 months...	10 00
25 " " 1 year.....	10 00

AGENCIES WANTED.

WANTED—Wholesale grocery broker in Montreal is open for few more lines, canned goods a specialty. Highest connections, fifteen years experience. Apply Grocer Office, Toronto. (46)

FOR SALE

FOR SALE—Grocery business in Cobalt, for cash. Cash turnover \$60,000 year ending May 1, 1908. Will sell either business or building and stock combined. Buyer had better come and see for himself. F. T. Bellerose, L. Box 113, Cobalt, Ont. (27)

ONE GENERAL STORE, consisting of dry goods, groceries, glassware, china, flour and feed, &c., hardware, hay and oats. Stock worth about \$3,000. Size of building, 20 ft. by 48; lean-to building, 16 by 20; 6 rooms upstairs over store. Buildings worth between five and six hundred dollars if sold with stock. If buildings are sold separate the cost will be a little extra for buildings and situation. 1 cook stove, 1 coal stove, 1 box and 1 parlor stove. Size of lots, 40 ft. by 150, on Main Street in Tomstown. Three lots and a storehouse 24 by 30 ft. and 2 stables. Post office in connection. Apply Mrs. J. Clark, Tomstown, Ontario.

A BUSINESS FOR SALE in a prosperous town of about 2000 population; two railroads as convenience, one being direct to the Northwest. The town is about 60 miles north of Toronto. The best reasons for selling out. Yearly sales \$9000 to \$10,000 on a \$2,500 stock. All further particulars on application. Address P. O. Box 288, Alliston, Ont. (28)

BOOKS FOR THE GROCER.

TEA BLENDING as a fine art, by J. M. Walsh. This work is especially designed for the use and instruction of those engaged in the tea and grocery business, containing formulae for the scientific and judicious combination of the different varieties and grades of tea. Price, \$2.00 postpaid.

TEA, its history and mystery, by J. M. Walsh. The contents of this practical and exhaustive work include cultivation and preparation; adulteration and detection; arts of testing, blending and preparing; chemical and medicinal properties, etc. Price, \$2.00 postpaid.

COFFEE, its history, classification and description, by J. M. Walsh. This interesting and instructive book deals with the commercial classification and description, adulteration and detection, and the art of blending and preparing of coffee. Price, \$2.00 postpaid.

ART AND SCIENCE OF WINDOW DRESSING, by S. W. Roth. Every retail grocer should learn the methods set forth in this book—which is specially written for Grocers—on how to make grocery windows attractive and thus draw trade. Every means of successfully displaying goods is treated of in its 14 chapters and 30 illustrations. Price \$2.00, postpaid.

SALES PLANS—This book is a collection of 333 successful plans that have been used by retail merchants to get more business. These include special sales, getting holiday business, co-operative advertising, money-making ideas, contests, etc. Price, \$2.50 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front Street E., Toronto.

BUSINESS CHANCES.

JOHN NEW, Real Estate and Business Broker 156 Bay Street, Toronto. Established fifteen years. No charge unless sale effected.

GROCERY BUSINESSES—I have several choice grocery businesses for sale in Toronto, good stores and dwellings, rent reasonable, genuine money makers, stocks from seven hundred to twenty-five hundred. John New.

\$4,500—GENERAL country stock for sale, fifty miles from Toronto, splendid farming community, all new goods, satisfactory reasons for selling, eighty cents on invoice. John New.

\$1,800—GROCERY, splendid stand, excellent store and dwelling, trade exceeding three hundred weekly. John New, Toronto.

If you want to buy or sell a business, write, John New, Toronto.

WANTED.

WANTED in every town and village, a representative to take charge of the circulation of our various publications:—Hardware and Metal, Canadian Grocer, Financial Post, Plumber and Steamfitter, Dry Goods Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery, and Busy Man's Magazine. Good financial standing and business connection a strong recommendation. Just the position for a retired business man for his spare time. The MacLean Publishing Company, Limited, Toronto.

PERIODICALS.

ADVERTISING writers and business men interested in good printing should subscribe to Canada's only printing trade paper, **THE PRINTER AND PUBLISHER**. Subscription price \$2 per annum. Address, 10 Front Street East, Toronto.

THE BUSY MAN'S MAGAZINE is the most popular periodical of its kind. Why? Because each issue contains a strong list of original articles of interest to every Canadian. It also reproduces the most timely, instructive and interesting articles appearing in the other magazines and periodicals of the month. The cream of the world's periodical press is too valuable to overlook. **BUSY MAN'S** is on sale at all news-stands. Better still, send \$2 for one year's subscription. Mail it to-day. **THE BUSY MAN'S MAGAZINE**, Toronto.

COMPLETE information on books, stationery, fancy goods, music, photo supplies and kindred lines is given each month in **THE BOOKSELLER AND STATIONER**, of Canada. Subscription price \$1.00 per annum. Address, 10 Front Street East, Toronto.

THE market reports make **HARDWARE AND METAL** a necessity to every hardware merchant, paint and oil dealer in Canada. It is mailed every Friday. Subscription price is \$2 per year. Address **HARDWARE AND METAL**, Montreal, Toronto or Winnipeg.

CANADIAN MACHINERY AND MANUFACTURING NEWS, \$1 per year. Every manufacturer using power should receive this publication regularly, and also see that it is placed in the hands of his engineer or superintendent. Every issue is full of practical articles, well calculated to suggest economies in the operation of a plant. Condensed advertisements for "Machinery Wanted" inserted free for subscribers to the **GROCER**. "Machinery for Sale" advertisements one cent per word each insertion. Sample copy on request. **CANADIAN MACHINERY**, 10 Front St. East, Toronto.

SITUATIONS WANTED.

WANTED—Young man; well educated; five years experience in the grocery business, desires position as travelling representative with wholesale grocery, coffee or tea house; best of references as to character and ability. Address communications P.O. Box 188, Halifax, N.S.

MISCELLANEOUS.

STORAGE suitable for out of town manufacturers or brokers, central in Toronto. Office room if required. Address "Storage," **THE CANADIAN GROCER**, Toronto. (118)

THE WHAT, THE WHY, THE WAY.—If you want to get well and stay well you can—without drugs or medicines. Learn the wonderful mission of the **INTERNAL BATH**. Our free booklet proves that 90 per cent. of human ailments are due to one cause, and tells you how to remove it. Write to **TYRRELL'S HYGIENIC INSTITUTE**, 285 Fifth Ave., New York, N.Y.

HIGH CLASS COLOR WORK—Commercial stationery, posters. The Hough Lithographing Co., Limited. Office, No. 3 Jarvis St., Toronto. Telephone, Main 1576. Art, good workmanship, business methods.

CHERRIES SHIPPED TO ANY ADDRESS. Correspond with W. T. Riddell, Auburn.

TRADE NOTES.

A liquidator has been appointed for the John Meldrum Grain & Produce Co., Montreal.

St. Arnaud & Gougeon, provision dealers, Montreal, have been registered.

Capt. James Adams, of Davidson-Hay Toronto, sails early in July for Great Britain. His friends wish him a pleasant holiday.

W. H. Dunn, Montreal, has been appointed eastern agent for Carr & Co., biscuit manufacturers, Carlisle, and will be offering these goods.

The Imperial Tobacco Co., Ltd., Montreal, has been incorporated, with a capital of \$11,000,000, to manufacture and deal in tobaccos. The directors are S. D. Harris, C. G. Heward, E. G. T. Penny, A. E. Woodworth and Arthur Charters, all of Montreal.

Friends of Thomas Sonne, Sr., the awning man, Montreal, will be sorry to learn that he has suffered the loss of his brother, Charles N. Sonne, who was known to many Montreal business men among whom he moved as a valued employe of the Montreal Board of Trade, for which body he was engaged in soliciting members.

A most interesting little booklet has just been issued by Bovril, Ltd., Montreal, giving considerable information regarding Bovril and also recipes for its use at all times. There are a number of recipes contained therein which are of particular value to the housewife at this season. Any grocer desiring a supply will be forwarded as many as he wants on request, by applying to Bovril, Ltd., Montreal, and mentioning The Canadian Grocer.

Ship your **DRIED APPLES** before warm weather sets in

O. E. ROBINSON & CO.
Established 1850
Ingersoll - Ontario

California Fruits Watermelons

THE DAWSON COMMISSION CO., TORONTO

The Wise Grocer

is placing his order for 1908 pack and buying

“PEERLESS” Brand Canned Goods

Put up by the Beamsville Packing Co., Limited.

SOLE DISTRIBUTORS:

WARREN BROS. & CO., - LIMITED
TORONTO and KINGSTON

Brunswick Brand Unequaled

Grocers have found by experience that the best canned fish comes from the home of the industry in New Brunswick. They have also found that

Brunswick Brand

is always first—ever to be relied upon. This famous brand ensures you getting absolutely the best

**Sardines, Clams, Scallops,
Herring in Tomato Sauce,
Finnan Haddles and
Klippered Herring**

New Pack Herring in Tomato Sauce, and Sardines, now obtainable. All kinds. Undoubtedly the best.

Connors Bros., Limited
Black's Harbor, N.B.

Dominion Fruit Exchange

52 Nicholas St., - - - OTTAWA, CANADA

We want your shipments of Strawberries and all other kinds of Fruits and Vegetables.

Remember we handle all Fruits and Vegetables for the Dominion Government, grown at Experimental Farm here.

You will certainly make money by corresponding with us when you are open to buy or sell anything in our line.

We also make returns promptly, charging ten per cent. commission and no more.

Don't forget that we operate the largest Fruit auction rooms in Canada.

We also have G.T.R. siding, so that there is no cartage at this end.

OUR REFERENCE:
Crown Bank, or any mercantile agency.

AUCTION SALES
Monday, Wednesday and Friday,
at 2 p.m.

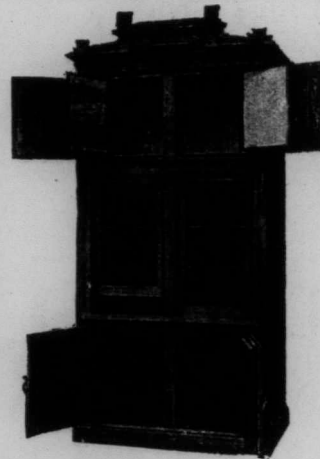
Also every morning at eight o'clock during berry season.



WILSON'S FLY PADS

Are fast sellers during the summer months, and pay the retailer from 66 per cent. to 90 per cent., according to the quantity purchased.

ADVERTISED THROUGHOUT CANADA



Still the
Best on the
Market

**Arctic
Refrigerator**

Serviceable,
Dry, Low
Temperature
and
Easy-Price.

**John Hillock
& Co., Ltd.**

Toronto

Tuckett's Orinoco Cut Tobacco

No better, just a little milder than

Tuckett's "T. & B." Myrtle Navy Cut Tobacco

The Geo. E. Tuckett & Son Co., Limited

HAMILTON, CANADA

Any Boy who has *One Cent* can Turn it Into *Ten Dollars*

One cent invested in a post card to us will bring you information about how we start you in business, so that you can earn money for yourself. You can make plenty of pocket money all the time—money you will enjoy more because you made it in business for yourself. Hundreds of boys are doing this. **SO CAN YOU.**

No money required. We furnish capital.

We also give prizes. There is a prize for every boy, whether he lives in a large city or a little village. Very fine prizes have gone to fellows in small places. Don't delay a minute. Write us to-day. A post card will do.

The MacLean Publishing Co., 10 Front Street East, Toronto

Wher

The from comes Yemen family house, home are no factor ripe a they a camel They turned and s work over e the ba coffee l pays t own th ried, a high p imitati parts o the pl them l mala a the sa bringin to Ade lie in and the rebagge

These pentine chio ve much e The tre several ranean, is an e without oblong droops, shape, names a greenish and oily ish or which s ripe. It ing, but resembl Pistachi dessert fectioner

It ear made in is an e the dise more esj guard a ous germ cently p it is st properly fected a for cont transmit

FACTS ABOUT GROCERIES

Where Mocha Coffee Comes From—Something About Pistachio Nuts—Tea as a Medicine—Information for Grocers and Clerks.

Mocha Coffee.

The very best Mocha coffee is shipped from Aden, says a resident there. It comes on camels from the province of Yemen. It is raised by the natives, each family having a few bushes about the house, and producing only enough for home use and a little for trading. There are no big plantations and no coffee factories. The berries are gathered when ripe and dried in the sun. After this they are put up in bales and carried on camel back over the hills to this place. They are hulled between millstones turned by hand and are then winnowed and sorted for shipment. The latter work is done by the women, who look over each grain carefully and take out the bad ones. Labor is cheap, but the coffee has to go through many hands. It pays toll to the chiefs of the tribes who own the country through which it is carried, and as a result it must be sold at high prices. For this reason we have imitations of Mocha coffee from all parts of the world. During my stay on the plantations of Brazil I have seen them label bags of Mocha, and Guatemala and other coffees are sold under the same name. Just now they are bringing coffees from Ceylon and Java to Aden and transshipping them. They lie in the warehouses for a few weeks, and then go forth remarked and perhaps rebagged as Arabian Mocha.—Grocery.

About Pistachio Nuts.

These are the fruit of a kind of turpentine tree called by botanists pistachio vera, a native of Western Asia and much cultivated in the Greek Islands. The tree grows 10 to 30 feet high in several countries around the Mediterranean, also in Persia and Mexico. It is an evergreen, and has small flowers without petals, from which spring the oblong and pointed or olive-shaped droops, not unlike filberts in size and shape, and are known under various names as above. The kernel, of a bright greenish color, is very pleasant, rich and oily, and is covered with a yellowish or reddish outer husk or skin, but which splits into two halves when fully ripe. It loses much of its beauty in drying, but improves in flavor. It closely resembles a sweet almond to the taste. Pistachio kernels are mostly used as a dessert fruit, but also in French confectionery and in perfumery.

Tea As a Germicide.

It cannot be too well known that tea made in the ordinary way for table use is an excellent preventive of some of the diseases caused by germs, and is more especially recommended as a safeguard against the insidious and dangerous germs of typhoid. In an article recently published in a medical journal it is stated that even when water is properly sterilized, it may become infected afterwards and vessels once used for contaminated water are capable of transmitting infection for a long time,

but tea seems to render chance contamination with typhoid bacillus harmless within a few hours. For these reasons army medical officers suggest cold tea as a substitute for water in soldiers' canteen bottles on actual service. In the article alluded to medical opinion is quoted that tea, properly made, is a harmless stimulant, and may be drunk continually without ill effect; a wide knowledge of the virtues of tea would undoubtedly make it a more popular beverage, for it is not only healthful and stimulating, but it is also very economical to use.

PASSED AWAY IN MONTREAL.

C. B. Knox, the Gelatine Manufacturer, Died on Holiday Trip.

C. B. Knox, the gelatine manufacturer, of Johnstown, N.Y., passed away at the Royal Victoria Hospital, Montreal, on Wednesday, June 17, after a brief illness.

Mr. Knox had passed through the city a couple of weeks before, when with two sons, he was on the way to the Laurentian Club in the north of the province, on a fishing expedition. While in the mountains he was taken seriously ill, and was brought back to the hospital, where he died. Mr. Knox had been ill for some time, but he had almost completely recovered, and was thought to be out of danger.

F. Creed, who represents F. F. Dalley Co., Hamilton, in the western provinces, has returned to the west after a short trip to headquarters. He called at the Winnipeg office of The Canadian Grocer last week.

Handle

OLD CHUM
Cut Plug
Smoking
Tobacco

It's a Trade Bringer

MCDUGALL

Insist upon having them.
D. MCDUGALL & CO., Glasgow, Scotland.

CLAY PIPES

ATTENTION.

JOS. COTE, Importer of and Wholesale Dealer in Tobacco

QUEBEC invites the merchants of the Dominion, who intend to come to Quebec on the occasion of the Tercentenary Celebrations, to visit his establishment.

This house carries the most varied and best selected stock in the Dominion and offers to receive all parcels which visitors hand to them to be transmitted immediately to their addresses without charge.

Office and Sample Room: 186-188 Rue St. Paul; Phone 1272. Warehouse: 119 Rue St. Andre; Phone 1272. Branch Office: 179 Rue St. Joseph; Phone 2097.

When writing to advertisers, kindly mention having seen the advertisement in this paper.

BLACK WATCH

The Big Black Plug
Chewing Tobacco.

Already a Big Seller

Sold by all the Wholesale Trade



IF INTERESTED IN STORE FIXTURES

IN VIEW OF PRESENT OR FUTURE NEEDS, BE SURE AND SEE OUR

WALKER BIN DISPLAY AT THE DOMINION FAIR, CALGARY

OUR REPRESENTATIVES IN ATTENDANCE WILL BE PLEASED TO SUBMIT DESIGNS, PLANS AND ESTIMATES FOR THE COMPLETE FURNISHING OF YOUR STORE.

The Walker Bin & Store Fixture Co.,
BERLIN, ONT. Lim'ed

Representatives
Manitoba: Stuart Watson & Co., Winnipeg; Saskatchewan and
Alberta: J. C. Stokes, Regina, Sask.
Montreal: Kenneth H. Munro, Coristine Bldg.

Write for Illustrated Catalogue: "Modern Grocery Fixtures."

HIGH GRADE EMBOSSED CAN LABELS

One of the largest manufacturers of embossed Can Labels, Cigarette and folding boxes in the world.

Write for Samples and Prices.

STECHER LITHO. CO.
ROCHESTER, N.Y.

Nothing Proves So Well

that you are thoroughly up-to-date, and that you handle first-class goods, as the fact that you handle

2 in 1 SHOE POLISH

Nowadays, when people want the best shoe polish, they invariably ask for 2 in 1.

The F. F. DALLEY CO., Limited



HAMILTON, CANADA
BUFFALO, N.Y., U.S.A.

PAYS FOR ITSELF EVERY 90 DAYS



LASTS A LIFETIME

The Perfection Computing Cheese Cutter

Does this. Ask one of the many thousand grocers who use it.

**SIMPLE ACCURATE
ATTRACTIVE**

Sold by all up-to-date jobbers or shipped direct from factory.

Shipped f.o.b. Hamilton, Ont. Send all orders to

THE AMERICAN COMPUTING CO.,
OF CANADA

18 and 20 Mary St.,
HAMILTON, Ont.

Do You Know

One of the most worrying things in a merchant's business is his book accounts. Why not use our make of

COUNTER CHECK BOOKS

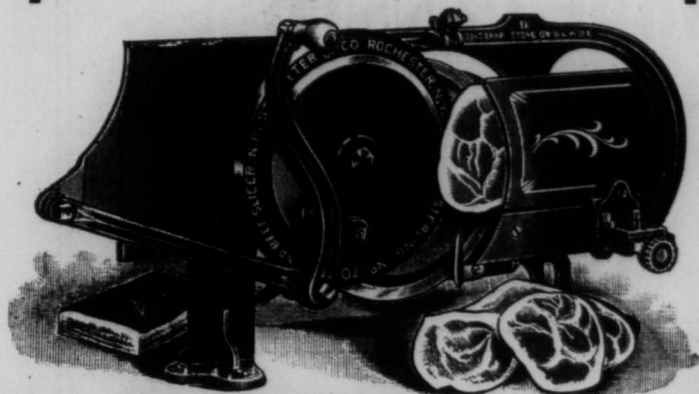
and make business a pleasure.

WE MAKE THE MERCHANTS' TAGS

The Merchants' Counter Check Book Co., Ltd.

TORONTO - MONTREAL
Canada

The Ends of the Meat Will Pay for It



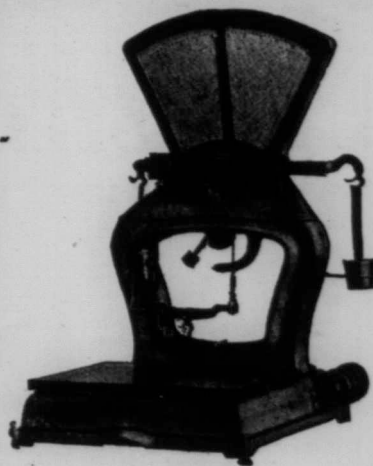
THE STERLING SLICER

Cuts perfectly Bacon, Boiled Ham and Boneless Meats of all descriptions. It is equal to any one hundred dollar slicer on the market and has the additional advantage of being able to slice the ends.

A High Grade Slicer at a Low Price

Write us for illustrated booklet containing testimonials from prominent grocers and butchers who are using it.

HOWARD BROS. Brantford
CANADIAN AGENTS



BEFORE YOU BUY A COMPUTING SCALE

NO. 70 MODEL

Find out all about the STIMPSON—the only automatic computing scale that will weigh 100 lbs., therefore the only one that will handle all your business.

A post card sent us will bring complete information or a call from a representative.

STIMPSON COMPUTING SCALE CO. DETROIT, MICHIGAN

No. 16 St. Viateur St., - OUTREMONT, QUE.
" 53 Scott Block, 274 Main St., - WINNIPEG, MAN.
" 15 Court House Block, Robson St., VANCOUVER, B.C.
A. L. DENT, - - - WOODSTOCK, ONT.

GROGERS and BUTCHERS At YOUR Service.

With the following special lines, discounts for cash or easy terms net.

- THE TOLEDO AUTO Matic SCALES**
- THE EUREKA REFRIGERATORS**
- THE CLIMAX CHEESE CUTTER**
- THE STERLING MEAT SLICER**
- THE CLIMAX AUTOMATIC SLICER**
- THE WESTERN CASH REGISTER**

Office and Store Fixtures, Counters, Shelving, etc.
Butcher Supplies in General.

Don't hesitate to write, call, or phone us for further information.

THE UPTON & REED SPECIALTY CO.
Phone Main 5399. 149 QUEEN ST. W., TORONTO, ONT.



The Elgin National Coffee Mills

40 Sizes and Styles

They are the **Fastest Grinders Easiest Runners**

Ask any wholesale grocer, tea and coffee house or jobber for prices

WOODRUFF & EDWARDS CO.

MAKERS
ELGIN, ILLINOIS, U.S.A.



HAVE YOU BOUGHT YOUR AWNING?



The time is rapidly approaching when you will need it. Our awnings are not only attractive, but are durable, well finished—the kind that stand sunshine and rain, calm and storm; are the same at the end of the season as the day bought. Only expert help employed; and finest materials. No matter for what purpose you need an awning we can supply you, also tents, tarpaulins, horse covers, etc.

Send for Prices and Particulars.

THOMAS SONNE, Sr.
JAS. F. SONNE, Proprietor and Manager
193 Commissioners Street, - Montreal

The **SHOE POLISH** of QUALITY

Peters' Polishes

PETERS' POLISH

A line of shoe polish that has created great enthusiasm among those selling and using it.

Write and get the sale of it for your district. It is a money maker.

M. Peters,
617 Queen St, West
Toronto

**YOU CAN SELL MORE CANNED
GOODS IF YOU HANDLE
FARMER BRAND**

It has that delicious quality which makes people like canned fruits and vegetables as well as they like the fresh, green article, because it is delivered fresh from our own fields as we direct. Wherever FARMER BRAND is offered to the public, the grocers who handle it are doing a much brisker business than the grocers who are handling other and inferior brands. Now is the time to make up your mind to keep well in the front of your competitors by handling only the real Farmer Brand--the brand which is perennially pleasing to particular people.

Every Can Perfect in Quality

The Farmers' Canning Co.
Limited
Bloomfield, - Ontario

respo
Groce

Diam
1-lb. tin
1-lb. tin
1-lb. tin

Cases
4-doz...
3-doz...
1-doz...
3-doz...
1-doz...
1-doz...



Buy 1-
"
"
"
"
"

Barrels-
cent
OL

Cleveland
"
"
"
"
"

barrels-
cent

Crown
1 lb tin
1 lb. "
1 lb. "

White S
1-lb. ti
1-lb.
1-lb.

Keen's C
in H
Gillett's

Nelson's
Fancy
Sham
Thick
Daisy
Specia
Bamb
"
"
"

Wheat C
"

Meat of
Wheat
Pickan



White Sw
White Sw
White Sw

Perfect

QUOTATIONS FOR PROPRIETARY ARTICLES

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper... The following are prices of proprietary articles which are supplied by the manufacturers or their agents, who alone are responsible for their accuracy.

June 26, 1908

Baking Powder. W. H. GILLARD & CO. Diamond... Imperial Baking Powder... Cases. Sizes. Per doz.

MAGIC BAKING POWDER. Cases. Sizes. Per doz. 6 doz. 5c. \$0 40

ROYAL BAKING POWDER. Sizes. Per Doz. 1-lb. Dums. \$ 0 95

CLEVELAND'S BAKING POWDER. Sizes. Per Doz. Cleveland's. \$ 0 93

White Swan Baking Powder. 1-lb. tins, 3-doz. in case, per doz. 2 0

Brooms. Nelson's. Fanny. \$1 65

Ursalia. Wheat OS, 1-lb. pkgs., per pkg. 0 03

White Swan Breakfast Food, 2-doz. in case, per case, \$3 60

White Swan Wheat Corns, per doz. \$1 40

Perfection, 1-lb., per doz. 2 40



Royal Navy, 1/2 lb., 12-lb. boxes per lb. 0 33

Ingredients for cake. Chocolate, white, pink, lemon, orange, almond, maple and cocoonut cream, in 1-lb. pkgs., 1-doz. in case.

EPFSS. Agents, O. E. Colson & Son, Montreal

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

Mott's breakfast cocoa, 1/2 lb. per doz. 0 42

WALTER BAKER & CO., LIMITED. Per lb. Premium No. 1 chocolate, 1/2 and 1-lb. cakes. \$0 43

COCOANUT. CANADIAN COCOANUT CO., MONTREAL.

Best Shredded. 0 18

BORDEN'S CONDENSED MILK CO. Wm. H. Dunn, Agent, Montreal & Toronto.



TRURO CONDENSED MILK CO., LIMITED.



Coffees. EBY, BLAIN CO. LIMITED. Standard Coffees.

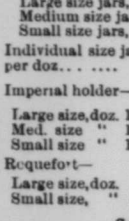
JAMES TURNER & CO. Per lb. Mocca. \$0 32



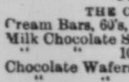
Cafe des Epices—1-lb. fancy glass jars, per doz. \$3 90



THOMAS WOOD & CO. "Gilt Edge" in 1 lb. tins. \$0 33



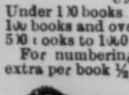
Imperial Cheese. Large size jars, per doz. \$8 25



Confections. THE COWAN CO., LTD. Cream Bars, 50's, assorted flavors, box 1 80



Soap. Capon socks—Allison's.



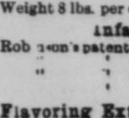
Cleaner. Per doz. 1-oz. cans \$ 0 90



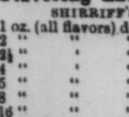
Wholesale Agent. The Davidson & Hay, Limited, Toronto



JELL-O ICE CREAM POWDER FOR MAKING ICE CREAM



Infants' Food. Robson's patent barley 1-lb. tins. \$1 25



Flavoring Extracts. SHERRIFF'S 1 oz. (all flavors) doz. 1 00



Fly Pads. Wilson's Fly Pads, in boxes of 50 10c packets, \$3 per box, or three boxes for \$8 60

RISING SUN  **SUN**
SUN  **PASTE**
STOVE POLISH **&** **STOVE POLISH**
IN CAKES **IN TINS**

DURABLE
3000 TONS SOLD

STOVE POLISH
DUSTLESS, LABOR SAVING,
BEST IN THE WORLD.

Chicago may follow example set in New York where manufacture and sale of inflammable and explosive liquid stove polishes is forbidden on account of the dangerous nature of this material when used by housekeepers.

A recommendation has been introduced into Chicago City Council calling attention to repeated accidents and a recent horrible death in Chicago from this cause and calling attention also to protection from like accidents, secured by ordinance in New York City.

Push RISING SUN Stove Polish and SUN PASTE Stove Polish which are always safe in the hands of the user. They please the housekeeper too. Good profit in them besides.

MORSE BROS., Props. - Canton, Mass., U.S.A.

ROWLEY'S

Finest Selected Valencia Raisins

Place your open orders early and ensure the best brands and
EARLY DELIVERY.

Rowley's Valencia Shelled Almonds

Specially Selected for the Canadian market in 14 lb. and 28 lb. boxes.

Rowley's Seedless Valencias ARE Seedless.

UNDERWOOD and CRICHTON,

London, England

Valencia, Spain

Denia, Spain

AGENTS—Wm. C. Christmas, Montreal; E. T. Sturdee, St. John, N.B.; Grant, Oxley & Co., Halifax, N. S.; Eugene Moore, Toronto; Carman, Escott & Co., Winnipeg.

STORAGE IN OTTAWA!

Packers of canned goods, and manufacturers generally, who are doing business in the Ottawa Valley and district, will be glad to know that we are in a position to store merchandise of every description. Direct rail connection. Convenient to inland navigation. Greatest facilities. Most up-to-date and largest warehouse in Ottawa Valley. Bond and Excise Warehouses. Every attention to your business.

RATES ON APPLICATION

THE DOMINION WAREHOUSING COMPANY, LIMITED

52 NICHOLAS STREET, OTTAWA

J. R. ROUTH, Manager

J
 SATGER'S W
 Agents, B
 1-lb. glass jar
 Prices on
 Compound
 13-oz. glass jar
 2-lb. tins, 2 d
 5 and 7-lb. ti
 orate...
 7 and 14-lb.
 30-lb. wood p
 Compound
 15-oz. glass jar
 2-lb. tins, 2 d
 7 and 14-lb. v
 30-lb. wood p
 Pure Jams -
 (jam) 2 d



Assorted Ca
 Assorted Ca
 Lemon
 Orange
 Raspberry
 Strawberry
 Chocolate
 Cherry
 Peach
 Weight 8 lbs.

... FOR ...
Picnics, Camping, Yachting
 ETC.

BATGER'S

LIME JUICE CORDIAL

IS
JUST THE THING

ORDER FROM YOUR JOBBER

AGENTS:
 ROSE & LAFLAMME, LIMITED
 Montreal and Toronto

**Are you from
 Missouri?**

Do you need to be "shown"?

TRY

Our Own

"The 10 cent Soap for 5 cents"

We believe that a five-cent article should be THE BEST just as well as a twenty-five-cent article. A trial will "show you" OUR OWN is the BEST.

Made by
 THE YOUNG-THOMAS SOAP CO., LTD.,
 Regina, Canada.

Jams and Jellies.

BATGER'S WHOLE FRUIT STRAWBERRY JAM
 Agents, Rose & Laflamme, Montreal and Toronto.
 1-lb. glass jar, screw top, 4 doz., per doz \$ 2 20
 THOMAS J. LIPTON
 Prices on application.
 T. UPTON & CO.

Compound Fruit Jams—
 4-oz. glass jars, 3 doz. in case, per doz. \$1 00
 2-lb. tins, 3 doz. in case, per lb. 07½
 5 and 7-lb. tin pails, 3 and 9 pails in
 crates, per lb. 0 07
 7 and 14-lb. wood pails, per lb. 0 07
 30-lb. wood pails, per lb. 0 06½

Compound Fruit Jellies—
 13-oz. glass jars, 3 doz. in case, per doz. 1 00
 3-lb. tins, 3 doz. in case per lb. 0 07½
 7 and 14-lb. wood pails, 6 pails in crate
 per lb. 0 07
 30-lb. wood pails, per lb. 0 06½

Pure Jams—1-lb. glass jars (18-oz.
 gem) 3 doz. in case, per doz. \$1 8½

Jelly Powders
 IMPERIAL DESSERT JELLY



MacFarren Imperial Cheese Co., Limit. d.
 GENESEE PURE FOOD CO



Assorted Case, Contains 4 doz., \$3.50
 Assorted Case, Contains 9 doz., \$1.80
 Lemon (Straight) Contains 9 doz., \$1.80
 Orange (Straight) Contains 9 doz., \$1.80
 Raspberry (Straight) Contains 9 doz., \$1.80
 Strawberry (Straight) Contains 9 doz., \$1.80
 Chocolate (Straight) Contains 9 doz., \$1.80
 Cherry (Straight) Contains 9 doz., \$1.80
 Peach (Straight) Contains 9 doz., \$1.80
 Weight 8 lbs.; per case; freight rate 2nd class

THE ROBERT GREIG

White Swan, 15 flavors.
 1 doz. in handsome
 counter carton, p. r
 doz., 90c.

List price
 'Shirriff's' (all
 flavors), per doz. 0 90
 Discounts on ap-
 plication.

Lard.

THE N. K. FAIRBANK CO. BOAR'S HEAD
 LARD COMPOUND.

Tierces... \$0 10
 1-bbls. ... 0 10½
 Tube, 60 lbs. 0 10½
 30-lb. Pails. 2 10
 30-lb. tins. 2 00
 Cases 3-lb. 0 11
 " 5-lb. 0 10½
 " 10-lb. 9 10½



Licorice

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper... per lb. \$0 40
 Fancy boxes (36 or 50 sticks)... per box 1 35
 " Ringed " 5-lb. boxes... per lb. 0 40
 " Acme " pellets, 5-lb. cans... per can 2 00
 " " (fancy boxes 40) p. r b x 1 50
 Tar Licorice and Toin wafers, 5-lb.
 cans... per can 3 00
 Licorice lozenges, 5-lb. glass jars... 1 75
 " " 30 5-lb. cans... 1 30
 " Purity " Licorice 10 sticks... 1 45
 " " 100 sticks... 0 75
 Dulce large cent sticks, 100 in box... ..

Lye (Concentrated).

GILBERT'S PERFUMED. Per case
 1 case of 4 doz. \$3 50
 2 cases of 4 doz. \$3 50
 3 cases or more 3 40

Marmalade.

W. WINDSOR, MONTREAL



Scotch Marmalade, 1 and 2 lb. glass jars
 1, 4, 5 and 7 lb. tins.
 Orange Jelly Marmalade, 1 and 2 lb. glass
 jars and 7 lb. tins

Preserved Ginger Marmalade, 1 lb. glass jars.
 Pineapple " 1 " "
 Green Fig " 1 " "
 Green Fig and Ginger " 1 " "
 Lemon " 1 " "
 Grape Fruit " 1 " "
 Prices and special quotations.

T. UPTON & CO.

13-oz. glass jars, 3 doz. case... per doz. \$1 00
 Home-made, in 1-lb. glass jars 1 40
 In 5 and 7-lb. tins and 7-lb. pails, per lb. 0 07
 Golden shred marmalade, 3 doz. case,
 per doz. 1 75

SHIRRIFF BRAND

"Imperial Scotch"—
 1-lb. glass, doz. 1 55
 2-lb. " " " 2 80
 4-lb. tins, " " 4 65
 7-lb. " " 7 35
 "Shredded"—
 1-lb. glass, doz. 1 90
 2-lb. " " " 3 10
 7-lb. tins, " " 5 35



THOMAS J. LIPTON
 Prices on application.

Mince Meat.

Wetthey's condensed, per gross net ... \$13 00
 per case of doz. net 3 00

Mustard.

COLMAN'S OR KERR'S.

D.S.F., 4-lb. tins..... per doz. \$1 40
 " 1-lb. tins " 3 50
 Durham 4-lb. jar..... per jar. 0 75
 " 1-lb. jar..... " 0 35
 F. D. 4-lb. tins..... per doz. 0 85
 " 1-lb. tins..... " 1 45

Olive Oil.

LAPORTE, MARTIN & CIE, LTD

Minerva Brand—
 Minerva, qta. 1 1/2's ... \$5 75
 " pta. 3/4's 6 50
 " 1/2-pnt. 3/4's 35

Sauces.

PATERSON'S WORCESTER SAUCE.

Agents, Rose & Laflamme, Montreal and
 Toronto.
 1-pint bottles, 3 & 6 doz., per doz. 8 90
 Pint " 3 doz. 1 75

THOMAS J. LIPTON
 Prices on application.

Soda.

COO BRAND.



Case of 1-lb. contain-
 ing 60 packages pe
 box, \$3 00.
 Case of 1-lb. (con-
 taining 120 pkgs.
 per box, \$3 00.
 Case of 1-lb. and 1-
 lb. (containing 30
 1-lb. and 60 1-lb.
 pkgs), per box, \$3 00.

Case of 50 pkgs. containing 50 pkgs. per
 box, \$3

MAGIC BRAND. Per case
 No. 1, cases, 50 1-lb. packages \$ 3 75
 No. 2, " 150 1-lb. " 3 75
 No. 3, " 150 1-lb. " 3 75
 No. 4, " 150 1-lb. " 3 75
 No. 5 Magic soda—cases 100—10-oz. pkgs.
 1 case 3 85
 5 cases 3 75

SALT nothing but **SALT**

Best brands, Best stocks,
Best attention and prompt
shipments,

Prices as favorable as any

VERRET, STEWART & CO.
LIMITED
MONTREAL

We have a few spot goods
to offer

Write us for prices.

Wax Beans 2's	White Peaches H.S. 2's
Whole Beets 3's	Gallon Apples
Sliced Beets 3's	Bartlett Pears 2's and 3's
Squash 3's	Heavy Syrup
Pumpkin 3's	Damson Plums 2's H.S.
Red Cherries H.S., 2's	Lombard " " "
Yellow Peaches H.S. 2's	Greengage " " "
Lawton Berries (light syrup) 2's	

J. H. WETHEY, LIMITED
ST. CATHARINES, CANADA

The makers of "**Gillett's Goods**" started business over 50 years ago in a modest way. To-day they operate the largest factory of its kind in the British Empire, and their goods are sold all over the world. Only good goods, upright dealing and continued improvement could have obtained such a result.

Magic Baking Powder.

Gillett's Cream Tartar.

Gillett's Perfumed Lye.

Royal Yeast Cakes.

Good Goods with a Reputation.



ESTABLISHED 1892.

☛ Merchants should recommend food products that are produced in **CLEAN** factories.